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THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, JANUARY 1, 1897. No. 1

SELL ONLY THE BEST!

In Competition with the World we have received the

HIGHEST AWARDS MADE.

These ...substantiate ...our claim that

COLMAN'S MUSTARD

IS THE BEST IN THE WORLD.

PEEK FREAN & Co's

BISCUITS AND CAKES.

Have obtained great Celebrity for their PURITY & EXCELLENCE

THE ONLY TEN CENT CIGAR

VARSITY CIGAR 5c. THE BEST IN THE MARKET

Armour's White Label Soups

are made of the very finest material, and wherever used are thoroughly appreciated. If you have not yet handled this line—start now. It's a seller. Nicely gotten up booklets, describing many different ways of serving the soups, mailed to your customers on receipt of a list.

H. P. ECKARDT & CO.

TORONTO

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . **EIGHT PRIZE MEDALS**

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

Fresh Herrings

The recognized leading Brand in all the markets of the world.

Kippered Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

MARSHALL & CO.
Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

Standard Goods THE Best to Handle

DON'T FORGET TO

ORDER

..SOME OF..

FRY'S CHOCOLATE AND COCOA

For Your New Year's Trade.

FOR **PURITY**

Bi-Carbonate of Soda

TRADE MARK

FOR **STRENGTH**

This brand is always reliable. Highest test $98\frac{50}{100}\%$ pure.

Made only by **The UNITED ALKALI CO., Ltd., Liverpool.**

"New Process" Soda, finest on the market.

The Lever Top Pickle

NO CORK
NO LEAKAGE

Most Useful Jar When Empty.

A FEW OF

LAZENBY LEADERS

TABLE JELLIES.
CHOW CHOW PICKLES.
LUCCA CREAM OLIVE OIL.
SOLIDIFIED SOUP SQUARES.
ASSORTED POTTED MEATS.
FORTT'S OLIVER BISCUITS.
HARVEY'S SAUCE.

ALL ABSOLUTELY PURE

The above lines to be had of Leading Wholesale Grocers throughout the Dominion.

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

Do You Sell Crockery?

Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. POTTERSBURG P.O. ***London, Ont.***

SNOW . . BLACKING

The only perfect waterproof and polishing Blacking sold.

YUCAN OIL BLACKING

Is a perfect shine, a perfect waterproof, good for rubbers and overshoes.

The F. F. Dalley Co. Ltd. - Hamilton, Can.

"THERE ARE OTHERS"

. . . But none so good as . . .

MALLAWALLA

SPECIAL
SCOTCH WHISKY.

Cockburn & Co.
Leith & London.

ESTABLISHED 1796.

8 LIME STREET E.C.

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

RETURNED
To their Toronto Office
Jan. 16. 1897.

The Old Wooden Bucket Must Go

Indurated Fibre Ware.

No Hoops; No Joints; Cannot Leak, Swell, or Water Soak.

The E. B. Eddy Co.
Mammoth Works
Hull, Canada.

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

Grand Mogul Tea

The most beautiful picture ever offered free. A **Magnificent picture** of **Othello and Desdemona** representing a scene in one of Shakespeare's most celebrated plays. This beautiful picture (a copy of the celebrated oil painting in the possession of Mr. Alfred Cooke, Leeds, England) in handsome gilt frame given free to every purchaser of one case of **Grand Mogul Tea.**

T. B. ESCOTT & CO. Wholesale Grocers, **London, Ont.**

BROOMS

Three most reliable lines :

ROSE, PANSY, THISTLE

Do you sell them ? If not, why not ?

MATCHES

Sovereign Brand

GUARANTEED equal to any match made. Freight allowed on 5 case lots.

H. A. NELSON & SONS - Montreal and Toronto

..DID YOU EVER..

BATGER'S

TRY ✡ *PEELS*

ALWAYS RELIABLE.

All Right

"REINDEER" BRAND

Condensed Milk ; Coffee ; Cocoa. Evaporated Cream.

OUR STANDARD BLACKS

The 400 Select
Morning Luxury
The Globe
Imperial Congou
Russian Congou

Teas of rare merit; Rich, heavy-bodied, healthful, satisfying; The high standard of quality always uniform; Packed in our air-tight, metal-lined cases; Winners of the best trade.

A Good Profit for the Seller

W. H. GILLARD & CO. - Hamilton

WHOLESALERS ONLY

JOHN MOUAT, North-west Representative, Winnipeg

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, JANUARY 1, 1897 ($2.00 per Year) No. 1

INTERVIEW WITH OLD NINETY-SIX.

BY W. L. E.

THE Old Year is dead; the New is born. I stood beside the Old Year as he departed and listened to his words of counsel, of admonition and of encouragement.

While there is life there is hope, we are told. But from the moment that Old Ninety-Six was born there was no hope that he would live more than twelve months. When on Thursday night the clock indicated half an hour to midnight all who were watching beside his couch realized he had but thirty minutes to live.

Having been deputed to interview Old Ninety-Six in his last moments, I leaned over and whispered in his ear:

"Only twelve months old, and yet dying."

With a look of resignation upon his face the Old Year turned to me with the remark: "Thou art measuring by the span of man's life. I am living my allotted time; men seldom do that. I live twelve months. There are insects whose course is in a day run. I have performed my task. I cannot do more. The arrow, when it has struck its destined mark, has completed its errand. I have been speeding through the world for a twelvemonth; I have completed my mission."

"But, say," I persisted, "are you satisfied?"

"With myself, yes; with the world, no."

"Why not with the world?"

"Why? Ha! ha! Ask my predecessors. They, like me, have done their best. But mankind,—ah, there's the rub. Mankind has not done its worst, but it has left undone many things which it should have done and done many things which it should not have done."

"Do you mean in a spiritual sense or otherwise?" I persisted.

"Both. But you newspaper men, I fear, are not so much concerned in the spiritual sense. And therefore, when I referred to the things mankind had and things it had not done I meant particularly otherwise: matters commercial, to be more explicit."

"Enumerate," I ventured.

"I will. But Time demands that I be brief. Although I came into existence a year ago amid the clang of bells and the sound of music and invocation, trouble was staring me in the face the moment I opened my eyes. Time would fail me to tell you all I saw. But one of the things I did see was the terrible effects of that foolish message of the President of the United States on the Venezuela question. It had worked its way into the wheels of commerce, clogging them up and throwing the machinery out of gear and working more havoc than would a two-years' war. Tangled up or buried beneath the wreck were capitalist and borrower, master and man, parent and child. It was awful. And it will be awful for some time. You cannot repair commerce when it is shattered as readily as you can replace a shattered pane of glass by a whole one. Uncle Sam will have to quit throwing boomerangs if he is going to get on his feet again. And he'll have to set his house in better order."

"But tell me something about Canada and her business men," I interposed. "Time is short."

"I'm coming to that. Canada is a great country; or rather, she has the possibilities of being great. The seed is in the ground. The seed is good and so is the soil. Water it and you will get the fruit by-and-bye. But, remember, if you kill the seed you will get no fruit. The trouble I see about the people of Canada is that they are not as proud of their country as they ought to be. If the Mother Country does not give you preferential advantages in her market do not be concerned; if the United States builds up a tariff wall so high that you cannot get your goods over it, do not sit down in sackcloth and ashes. Keep your courage up and swim. If you sit on your eggs you'll hatch them. If you don't you won't. Do you understand? There is no nook or corner in the world where I have not been the the past twelve months, and let me tell you this for your edification: No country under the sun has taken such a big step forward during my lifetime as has the Dominion of Canada."

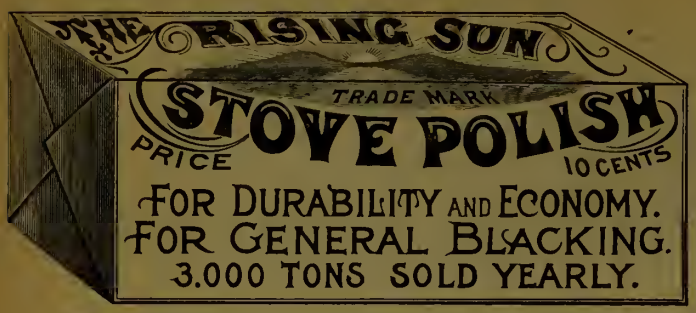
"What have you to say in regard to the merchants of Canada?" I further questioned.

"They are on the whole as shrewd and as competent a class of business men as you will see in any other country. I could name some countries whose merchants are more proficient in sharp practices. But sharp practices is not business. Business is business, as you know. But, oh dear me, I see lots of room for improvement."

"In what respect?"

"Well, to be brief, I would first of all say, it is a pity so many go into a business for which they are either unsuited or have not qualified themselves for. You cannot spell aright until you have mastered the alphabet. Neither can you successfully manage a business until you have learned its "A B C.'s" Then there is too much carelessness in bookkeeping. Bookkeeping in its essence is not merely a making a note of goods sold on credit or of making a record when they are paid for. It is a chart whereby the merchant, on examination, can ascertain his whereabouts financially. Then there is too much indiscriminate credit-giving. A man who would loan money to every man who sought it, without enquiring as to his antecedents and ability to pay, would be accounted anything but a wise man. I'd say he was a fool. Well, can you tell me how much wiser he is who has not the courage to refuse to give goods on credit to people without first trying to ascertain their finan-

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

cial standing? Such men should take heed lest they fall. Then, courage is a most essential thing to possess. Business is pulling against the stream. When a man's courage fails his strength wanes; and backward he drifts to financial de——"

The sentence was not completed. The big clock in St. James' Cathedral was striking the hour of twelve—the hour that was to take out the Old Year and bring in the New Year. While the first stroke was vibrating the Old Year grasped my hand, at the same time saying: "Good-bye; good-bye for ever."

When the last stroke—the stroke that finally ushered out the Old Year, had been given I still held a hand. But it was not the hand of the Old Year, it was the hand of a chubby infant: It was the hand of the New Year, while borne to me over the midnight air was the ringing of joyous bells, and from the church across the street I heard:

Come, let us anew our journey pursue
Roll round with the world
And never stand still till the Master appear.

COFFEE IN EUROPE.

During November the imports into Europe have exceeded the deliveries by 4,600 tons, making the total stock now 86,700 tons, against 92,050 tons on December 1st, 1895. The world's visible supply in the same period has also increased 4,130 tons, and now amounts to 233,020 tons, being the largest stock at any period for the last ten years. This month the deliveries in Europe and the United States are almost sure to be on a small scale, so that the world's visible supply on the 1st January will very likely amount to 250,000 tons. Such an amount must have a depressing effect on those who would attempt to force prices up, but if then the estimates of the next Brazil crop, which by that time will be more reliable, are put at a small or even moderate figure, any further reduction may be checked. The terminal market was at the beginning of the week slightly dearer, owing to a decided falling off in the receipts, but the best prices have not been maintained, and the market closes about 6d. dearer than a week ago. At the auctions there has been a better supply of New Grenada, and colory parcels have sold well, but with some irregularity. Fine Santos has fetched its full value, but in other sorts little has been done, and quotations are hardly altered.—Produce Markets' Review.

SITUATION IN CALIFORNIA ORANGES.

THE crop of California oranges this year will, it is stated on good authority, fall considerably below that of 1895, but the quality of the fruit is said to be much better, as is apt to be the case with a small crop, and reached maturity three or four week sooner. The fancy stock sent out thus far is said to be of as good color and flavor as the fruit of similar grade received here last February. The anxiety of some of the growers to get their goods into the eastern markets in time for the holiday trade has induced some of them to ship immature fruit, with the result that it has arrived here in poor condition and it can be sold only at unprofitable prices. As to the statement that the oranges have in some cases been shipped too soon there can be no doubt, as that has been amply proved by the condition of some of the stock that has been rushed forward and offered here within a day or two. On the other hand, the receipts, though comparatively small so far, have consisted chiefly of fruit that for color and flavor is not usually seen in this market until much later in the season.

Up to the last mail advices from California the total shipments of navel oranges had amounted to about 600 cars. The bulk of this stock was taken by buyers in the west, a portion went to the southern markets and only about 25 cars have come here. These have found a fairly ready market, but owing to the competition of Jamaica oranges, the receipts of which to the present time are some 20,000 barrels heavier than for same time a year ago, the prices thus far obtained for California navels have been comparatively low. In a letter dated from Redlands, Dec. 10th, H. S. Westfall, of Westfall Bros., of this city, writes to The Fruit Trade Journal relative to the shipments this season: "At the present time the crop has moved on fairly well. A good many oranges have gone forward that should never have been shipped, as they reach the markets quite green, and for so early in the season create a prejudice in some of the larger cities, making consumers believe that theirs is the flavor of the really ripe California orange. However, a good deal of the fruit that has gone forward has realized for the shipper very fair results, and prices may be considered on the average as very fair."—N. Y. Journal of Commerce.

A STORY OF ENTERPRISE.

An interesting account has been told about the origin of Bovril, and we give it for what it is worth. It appears that the business was commenced some 30 years ago by an Edinburgh butcher. This canny Scot observed that his customers ordered enormous quantities of gravy beef, and on reflection came to the conclusion that a large trade might be done in the sale of beef extract. He accordingly left the butchering business, and came to London. The new business prospered, and he opened up connections with Chicago, from which place he got his supply for some years. At this time the capital of the concern was some £30,000. Later he discovered that beef was cheaper in the Argentine than in the Northern States of America, and so he again moved the scene of his operations. At the present time the Bovril extract is prepared in its initial stages on the Uruguay River, and the sale forms the staple part of the business of the company, which has recently been floated with a capital of two and a half millions. To complete the story it should be added that the Edinburgh butcher is now said to be a millionaire.—Grocers' Journal.

OUR TRAVELLERS

Will start out on Monday on their respective trips. Please note they will have attractive samples.

TEA

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

The Scarcest Article in the Tea Market to-day

Japan Tea Dust

We have it in 1-lb packages and loose.

As our supply is limited, let us have your order at once.

James Turner & Co., - Hamilton

Ask our Travellers to show you our LEADERS in BULK.....

CEYLON AND YOUNG HYSON **TEAS**

SPLENDID VALUES.

AGENTS IN CANADA FOR ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ∴ Once Tried Always Used.

BALFOUR & CO., = HAMILTON.

: : : We draw your attention to our : : :

Special Brands Package Tea

Victoria Blend { at 35c., 1's and ½'s Black and Mixed / at 28c., 1's and ½'s Black and Mixed

Crown Blend { at 18c. 1's and ½'s Black and Mixed

Also Sole Agents for Western Ontario for Tetley's famous Package Teas.

T. KINNEAR & CO., 49 Front St. East, TORONTO

A RESULT OF HARD TIMES.

FOR some time past, however, various circumstances have conspired to impress upon me certain results of the panic which I have not seen discussed, or presented in any form in any paper that I have read. I am not alone in the opinion which I have formed, for it is frequently outlined in conversation by those with whom I come in contact. The central thought is that not only in a financial sense have business enterprises been shaken up and readjusted upon the basis of new estimates of values, and reduced schedules in general, but that also they have been shaken up with respect to the men in charge, for example, the heads of departments—in fact, as concerns the personnel from one end to the other.

An elderly gentleman engaged in a line of business which he has followed for some twenty years past in New York and vicinity, and which requires him to visit various lines of trade in a manner resembling and yet not exactly the same as a salesman, said to me the other day, "I find in the last few months that I am obliged to begin all over again. I go into a concern with which I have had pleasant business dealings for years, and am surprised to find that the man with whom I have been transacting my business no longer sits at the familiar desk. I ask for my old friend and am told he is no longer with the concern. Another, and a different sort of man, and, in many cases, a younger man, is there instead. Accordingly I have to begin at the bottom. It is almost like presenting my business anew. There is a perceptible interruption to business relations, and there is an immense amount of new foundation work to be done before I can get back to the same position that I occupied under the old management. Not only do I find this in occasional instances, but I meet it almost universally. Some establishments have seized upon the present opportunity to rid themselves of dead wood. Others have been compelled to content themselves with cheaper help. Others have seen the opportunity of pensioning men long in their employ and superseding their eminently satisfactory but somewhat old-fogey management by that of younger men and men altogether up to date. Were I to tell you," he continued, "the number of cases in which these circumstances come to light, you would be astonished. The firm name is not changed and yet, in many cases, there has been a shifting within the firm that amounts to a new concern. New men have been admitted and in many instances new capital has come in. It is not to changes of this latter kind, however, that I particularly refer, as to the changes in the staff, in the active management."

Another man with whom I conversed on this point a short time since, confirmed all that this gentleman had said, and advanced a number of instances more than corroborating what I had first heard. My own point of view is different from that of either of the gentlemen referred to, and a thought that I expressed in conversation, perhaps as long as a year ago, fully describes the situation as I see it at present, and therefore I venture to submit it in this connection. The shake-up in business that we have had, both in a financial sense and with respect to persons in the direction and management of affairs, is comparable to a great storm or freshet which does terrible damage to a given section of the country. All my readers who have visited the scene of a disaster of this kind, for example, in the valley of some western river, will perhaps recognize the comparison. After the storm is over, after the flood has subsided, and after the sun has come beaming through the clouds, the bewildered and stricken inhabitants sally forth to estimate their loss and to begin to repair the damage. They appear almost paralyzed by the destruction around them. Fences are finally propped up, sheds are built in place of barns that were washed away, houses are partially repaired. As the work progresses, neighbors occasionally meet, and upon such occasions anxiously inquire, "How bad off are you?" "How much did you lose?" "How much of your stock has been recovered?" "Were any lives sacrificed?" Just so in the business world, men of late have been comparing notes. "What were your losses?" "Where do you find yourself now after the trouble is past?" "What are your plans for the future?" "Are you able to go forward, or must you drop where you are?" These questions may apply to the financial condition of a man, or they may apply in the sense of ability to hold his own in the general struggle and agitation of the business world.—"Vannaut" in N. Y. Business.

TO REMOVE MILDEW.

If you have mildew on any white goods dissolve a small amount of chloride of lime in cold water, stir until entirely dissolved, strain through a fine cloth, and pour over the mildewed articles. Lift occasionally to watch the process of bleaching, and soon as the stain disappears rinse the goods thoroughly and dry. The lime will destroy the fibre of the goods if too strong, or if left in very long. It is said mildew can be removed by wetting the spots, applying powdered chalk and bleaching on the grass.

APPLE STORING IN CHICAGO.

It is reported that in Chicago one million barrels of apples are being stored away this season for winter and spring use. This is the estimate of the best posted dealers in the city. The total is nearly quadruple of that of the ordinary year, and is due to the enormous crop and the consequent low prices. Chicago storehouses usually contain from 200,000 to 300,000 barrels, but have run as high as 350,000. At present every inch of available room is full to overflowing, and there are thousands of barrels waiting a chance to go into winter quarters.

Table Jellies

We have in stock a full assortment of **Ebenr. Roberts'** Invalid and Table Jellies, all flavors—Quarts, Pints and Half-Pints

UNEQUALLED FOR PURITY, EXCELLENCE AND FLAVOR.

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

Now—more than ever before, your customers are looking closely into quality. And that is why—now, the time is ripe to satisfy them, even on the little things that cold weather creates a demand for. There is nothing to be gained by waiting. Your profit is to be just as large on every pound of Tillson's Roller Process Buckweeat Flour—just as large as the flours that, unbeknown to you, are daily weakening the confidence of your customers in the quality of the other goods you sell.

PURE

BUCKWHEAT

FLOUR

That's all

Nothing but pure Buckwheat Flour in Tillson's. But that is saying a great deal, as flours go now-a-days. There is no better Buckwheat-producing country known than that from which the Buckwheat comes that makes Tillson's. It is natural that progressive farmers should come to Tillson first, year after year. They o where they are paid the most for highest quality.

THE TILLSON CO. Ltd.

Tilsonburg, Ont.

Our Table Delicacies

Are the sort that you can always sell, with a feeling of confidence and security.

Our JAMS
JELLIES
PRESERVES, etc., etc.

are sure to please even those who favor the home-made article. You run no risk in buying "Maple Leaf" Brand.

DELHI CANNING CO., DELHI, ONT.

PRACTICAL PUBLICITY.

BY NATH'L C. FOWLER, JR.

CARPETS AND UPHOLSTERY

We have been in business since 1817.

Our facilities for low buying (and consequently for low selling) are unsurpassed.

We stand behind our goods and our agreements.

JOHN W. POOL & SONS CO.

Carpets and Upholstery

745 WHITE STREET

A reproduction of the announcement of one of the largest and best known carpet sellers in the United States. A strong advertisement; it makes three distinct and very pointed points; and is typographically and otherwise much in advance of the average business announcement. I criticise it for the following reasons: It speaks of carpets and upholstery and does not specify any particular kind of carpet or article of upholstery. It is too general. The paragraph reading, "Our facilities for low buying and consequently for low selling are unsurpassed," is admirably written and makes a fairly strong point. I object to the word "unsurpassed," because it is over-used by unreliable dealers. The paragraph reading, "We stand behind our goods and our agreements," is the strongest one of the three, and deserves to stand by itself in a good advertisement by itself, unhandicapped by other strong expressions. There is enough in this one paragraph to make an entire advertisement. I do not see the necessity of repeating "carpets and upholstery" after the firm name, as they are in the heading. The following advertisement is liable to assist the housewife in realizing that her stair carpet is shabby and that she needs a new one. A parlor, dining-room or any other carpet can be used instead of the stair carpet if desired.

She Stared at the Stairs

'Cause your carpet looked so—and the handsomest, longest-wear stair carpet, only 75 cents a yard.

JOHN W. POOL & SONS CO.

745 WHITE STREET.

THE TARIFF COMMISSION.

THE Tariff Commission resumed their sitting in Montreal on Tuesday and devoted their time to hearing various deputations, among which came up the following affecting the grocery and allied trades:

GROCERS' SUNDRIES.

Mr. A. P. Tippet, of A. P. Tippet & Co., said he represented a business which covered the whole Dominion. He represented English firms of grocery sundries and also the fruit trade. He thought that the duty on dried fruits, such as apricots, peaches, pears, should be changed from an ad valorem to a specific duty of one cent a pound, with no duty on packages. Few if any of the goods were produced in Canada, and it was a distinct advantage to have them used liberally, and the lower the price they could be sold at the greater the distribution. The present duty was 25 per cent. ad valorem, and while the difference in duty would be but small, it would avoid all possibility of under-valuation and would help to increase the consumption considerably. In the case of California raisins he would like to see these goods included in any reciprocity treaty with the United States, as the excessive freight on them now, which amounted to nearly five times that on Spanish fruit, largely handicaped the development of a trade for these goods, which were in many respects much superior to goods imported from the Mediterranean. Anything that would increase the trade and reduce the cost in them was as much to the advantage of retailers and consumers as to the producers. The same applied to Californian or American prunes, which were now handicapped by the excessive freight from the Coast, but a higher duty compared with French prunes. He thought that a larger trade in pickles and sauces would result if the duty were reduced to an amount of not over 25 per cent. He thought as Canadian chocolate manufacturers were able to supply the home market at a price varying from 10 to 15 per cent. below English goods of the same relative value, it was evident that the present rate of duty was not necessary, and he thought that all chocolates and cocoas should be reduced to a rate not exceeding 10 per cent. ad valorem. The duty on package was objectionable, especially as their value was taken into account in almost every instance in the price of goods. He thought that it would be far better to make up whatever would be lost, if this duty was abolished, by a possible additional duty on some other articles. The present duty was a source of irritation and confusion. Anything that tended towards the simplification of the tariff, and the labor involved in making up entries, he would be strongly in favor of. The present duty on jams and jellies of ¼c. appeared to be excessive, and he would like to see this reduced to either ad valorem duty of 20 per cent. or a specific duty of 2½c. per lb. The present duty of 35 per cent. on chocolate, confectionery and candied peels he thought was excessive and strongly advocated a reduction to an amount not exceeding 25 per cent. ad valorem, without any specific duty whatever. The chocolate that was sold here was not produced to any extent in this country, and, as this class of goods was esteemed as a wholesome article of the kind in England, the more that was used of it the better. He thought that the duty of 25 per cent. was sufficient, in view of the fact that the raw material came in entirely free.

SHOE DRESSING.

Mr. Daignault, of the American Dressing Co., Montreal, said that they manufactured leather dressing used by boot and shoe manufacturers, curriers, etc. The duty on that was now 25 per cent. ad valorem, and this was just sufficient to enable them to compete with American manufacturers, and was not high enough to debar them from the Canadian market owing to their manufacturing for a much larger market, and being able to buy bottles, corks, paper boxes, sponges and labels, which were practically the raw material, at a less figure than they could, owing to the above goods being highly protected here. The American manufacturers were invoicing their goods shipped to Canada at 25 per cent. less than they got in the home market. He would ask, therefore, that there be no reduction made in the present duty of 25 per cent. unless they were able to obtain their raw materials free, and that the duty be collected on the selling price in United States instead of special prices invoiced.

PRICE CUTTING.

H. J. Heinz Co. write as follows: "Realizing that nothing is so demoralizing and harmful to the retail grocery trade as price cutting, we wish to assure our patrons in Toronto and vicinity that we shall use our best efforts to maintain our goods at such prices as will yield the retailer a fair profit, and, at the same time, be reasonable to the consumer. We believe the retail grocers to be our best friends, and rely upon them to push the sale of our goods, and shall consider their interests our interests. We shall discourage and prevent such practices to the full extent of our power, and have no doubt we shall be able to find a remedy."

An enormous quantity of the "Rising Sun" stove polish is now being exported to Great Britain. Sixty-five thousand cases were sold through their agency in London last year.

A HAPPY NEW YEAR TO ALL.

May 1897 prove a "bumper" for you. Watch our "ads." in THE CANADIAN GROCER during the year. Be guided by them. They will help you, and swell your bank account.

Yours very truly,

Hudon, Hebert & Cie.

Wholesale Grocers and Wine Importers...

MONTREAL.

A Happy and Prosperous New Year

We beg to extend to the trade in general our wishes that they may have a Happy and Prosperous New Year, and at the same time thank our friends for their generous patronage during the past year, which we hope to merit to an even greater extent for the future. We are now ready for business and when you are thinking of buying teas, remember that we are in the **TEA BUSINESS,** and have been quietly picking up all the good values which have been put before us for some time back, and can confidently say that in this line we are well equipped for any demand which may come.

. . . . Samples on Application.

H. P. Eckardt & Co.

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HAMS, BACON OR LARD

Try the "ROSE BRAND"—High-class Goods.

LETTER ORDERS PROMPTLY FILLED

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The GEO. MATTHEWS CO. Ltd., OTTAWA AND PETERBOROUGH

Sugar and Spice . . . .

Meat and Fruit, in just the right proportion constitute the main ingredients of our **Condensed Mince Meat.** Most cooks have some peculiar little notion of their own about mince meat, but **Wethey's** suits nine out of every ten.

J. H. WETHEY, Mfr. ST. CATHARINES, ONT.

THE CANADIAN GROCER

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GOVERNMENT OWNERSHIP, OR WHAT?

THE railways of the Dominion have too much power and the Government of the country too little power, as far as control of the railways is concerned.

This fact has been patent for some years to a number of people, but probably never to the extent it is now.

Practically from one end of the Dominion to the other a voice is heard demanding the building of a railway through the Crow's Nest Pass, into the great mining district of the Kootenay country. People are joining in this demand who never expect to sell a dollar's worth of goods should such railway be created, or directly gain one iota thereby.

Those who have merchandise which the building of a railway through the pass in question would enable them to find a market for are naturally the most anxious for the existence of that which would enable them to realize their desires. But they are supplemented by a great army of Canadians who see in such a road as that proposed a means to an end. And that end is the up-building of the Dominion.

That part of British Columbia known as the Kootenay country may not be a land overflowing with milk and honey; but it is a country rich beyond all question in gold and other valuable metals. The more the country is investigated the more evident does this become.

Canada is rich in everything which is necessary to form the foundations for a great nation. Reference to our agricultural and mineral possibilities; to our fisheries and forests; to our natural and artificial inland waterways, is sufficient to prove this.

Our nearest approach to poverty is in regard to population. In natural resources there is no country so rich that we would deign to pay it homage. But when it comes to considering population one can sometimes scarcely resist the temptation to sit under the willow trees and refuse to sing the songs in praise of the Dominion's possibilities.

No part of the Dominion is so likely to receive an augmentaion of population as the southern portion of British Columbia. The population there is undoubtedly growing rapidly, but it would grow a great deal more rapidly with the existence of a railway through the Crow's Nest Pass, for the railway would afford a means of bringing coal to the smelters and open up a way to mining properties, rich in minerals, but practically worthless because of inaccessibility to them.

It is the unanimous opinion of residents of the country, and of those competent to judge who have visited it, that with a railway through the Kootenay Pass mining camps equal in proportion to that of Rossland would soon spring up at various points along its route.

But, badly as the railway is needed, people are fearful of being controlled by it instead of they, through the Government, being the controllers. And how to prevent this undesirable state of things is what is bothering the public mind.

All are free to acknowledge the necessity of Government control. The only difference is in regard to the measure or manner of that control. Generally speaking, one party would have the road built and operated by the Government. Another would have the road built by the C. P. R., the Government retaining such control as would ensure equable, just freight rates to all.

Under the conditions obtaining to-day it is obvious that the whip handle is held by the railways. And we have in mind other lines as well as the C.P.R. In this particular instance as far as the Crow's Nest Pass railway is concerned the C.P.R. has the whip handle. If that line were to be operated by the Government it is obvious the great transcontinental road could make it very unpleasant for it, and also for shippers who used it, for to some extent the line would be a competitor with the C.P.R.

On the principle that the railway systems of the country should be owned and operated by the Government, THE CANADIAN GROCER is inclined to favor the idea of Government ownership of the projected line; but whether it is the best or wisest course to pursue in the present instance is another question. If the line was dependent upon no other line for a through route we would say, "Go ahead and construct it as a Government work." But the fact that it is dependent demands caution.

The whole question resolves itself into this: What is best (1) for the mining interests and the people of British Columbia, and (2) for the people of Canada? The right answer to this question will solve the problem.

May your New Year be happy, your bad debts few, your profits ample and your new customers many.

FEATURES OF THE LUMBER TRADE.

LUMBER trade conditions in the northern part of Ontario are not at the moment in what might be termed a satisfactory state.

During the past two years it is estimated that the cut in that part of the country has diminished something like 50 per cent.

In and around Wahnapitae, Nipissing county, where the production used to be in the neighborhood of 300,000,000 feet, this season the output will be but 10,000,000 feet, a decrease of 96 per cent. in one centre alone. But in spite of this falling off in the cut of lumber it is stated that 110,000,000 feet of boards are piled up in the yards between Midland and Waubaushene.

It is not all the conditions in the lumber trade that are unfavorable, however. A few weeks ago THE CANADIAN GROCER had occasion to note the increased demand that was being experienced for Canadian lumber on foreign account. And this demand appears to have, on the whole, increased rather than decreased.

From both the United States and Great Britain there is really a good demand being experienced for the better grades of Canadian lumber. Large quantities of deals have lately been shipped to the latter country, and to the former some good shipments of shingles have been sent in addition to lumber within the last couple of weeks, stocks over there having become much reduced.

The price of lumber has appreciated lately in the United States, and a large dealer from that country who was in Toronto a few days ago, stated that during the preceding five weeks he had sold more lumber than during the whole of the previous five months.

While Canadian lumbermen are experiencing a demand for their higher grades of lumber there is little or nothing doing in the medium and lower grades, which have to depend largely upon the home market for an outlet. Business in laths is also at a standstill.

With the export demand improving and production being curtailed at home, another year or two ought to see a much better condition of affairs existing in the lumber trade of Canada. At any rate, the situation is not without some crumbs of comfort.

INTERESTING PRUNE SITUATION.

THE prune market presents some highly interesting features this campaign. According to cable advices recently received in Toronto, the Bosnia product is something like 7s. per hundredweight dearer than at the opening of the market. This strength is due to the smallness of the crop.

The high price obtaining is all the more interesting on account of the fact that not as many Bosnia prunes as usual have been imported this season by the trade in Canada. A few houses appear to have bought their usual quantities early in the season, but the greater part of them did not, anticipating that lower figures would rule.

Then, as to French prunes: They are all exhausted in the primary market, and only a few French plums have made their appearance on the Canadian market this season.

California prunes also are not expected to be as much in evidence on the Canadian market as they were a year ago, and only a few have so far arrived.

A peculiarity of California prunes this season is the unusual difference in price there is in various sizes. For instance, in the lower grades the difference is only about ½c. per pound. In the 40 size, however, there is a jump of 1c. per pound, while the 30 size shows an appreciation of 2½c. per pound. This peculiarity is due to the fact that the small sizes are plentiful and cheaper than last year, while the larger are scarcer and dearer.

The abundance of dried and evaporated apples and the low prices obtaining therefor is certain to affect the consumption of prunes in Canada this season, and grocers have been more than usually careful in their purchase of the latter commodity an account thereof.

Merchants and clerks who resolve to leave undone in business those things they should not do and to do those things they should do will increase by 99 per cent. their chances of experiencing a Happy New Year.

THE OTHER SIDE TO BE HEARD.

Judging from the remarks made in some of the daily newspapers, the deputations which waited upon the Tariff Commissioners a few days ago represented the views of the Montreal business men. This is not by any means the case. The important industries, which are large employers of labor, such as cotton, sugar, iron, etc., have not yet presented their views. They intend doing so, but it is most likely they will confer with the Ministers at Ottawa early in the new year, when the chief industries which they represent will be thoroughly discussed. It was stated by H. Laporte, late president of the Chambre de Commerce, Montreal, that, directly and indirectly, fully 10,000 people found employment in Montreal through the sugar refineries.

When you turn over a new page in life do not waste time in "thumbing" the soiled and dark page which has been passed.

STOREKEEPING IN THE NICOLA VALLEY.

A VISITOR to Hamilton and Toronto this week is J. H. Duncan, manager for A. E. Howse's extensive business in the Nicola, B.C., district. In that rich mining and stock-raising district of British Columbia Mr. Howse does an extensive trade, having, in addition to his store in the town of Nicola, depots at Granite Creek, Princeton, Scottville and the Otter Valley country.

Mr. Duncan, who is a son of Mr. Duncan, of Duncan Bros., Hamilton, is a bright Canadian who went west when a lad several years ago, and by his industry, talent and integrity has shown how well a steady-going Canadian can get along in his own country. Mr. Duncan speaks in approving terms of British Columbia, its resources, climate, present opportunities and future prospects. "No one," he said, in his quiet, business-like way, to THE CANADIAN GROCER, "who knows the country doubts that a very large mining population will soon be thriving in the province. In five years it is likely that there will be three or four mining camps as promising as Rossland, and even Cariboo will be restored to its old prosperity. The whole province is full of the richest deposits. In the Nicola country hydraulic gold mining has hitherto prevailed, but quartz mining is now being developed. The silver deposits are rich, too. There is coal, also, and the blacksmiths at the various points use coal which can be easily mined near at hand, though wood, being cheaper, is the usual fuel.

"The Crow's Nest Pass Railway is desired because it would develop the country, and its projected extension to the Coast would go through the Nicola country 50 miles or so from the town."

Mr. Howse buys his goods in Canada mostly, groceries at Vancouver, owing to the railway rates, but dry goods, boots, etc., from Toronto, Montreal, etc. Spence's Bridge is Nicola's nearest station on the C.P.R., which is north of the town. In dry goods some lines are imported from England, but the majority is supplied by Canadian houses.

"British Columbia," said Mr. Duncan, in answer to a question, "wants a population, but persons who want to be clerks and get work at similar occupations are not needed. Prospectors and men who will do mining work are the class desired, and when mining properties, which at present are only being placed on the market, begin to be practically developed, then the increase in the actual mining population must be very great."

Mr. Duncan is on a business trip, as well as spending a few holidays at his home in Hamilton. Years ago when he first went west his health was not particularly robust, but he has returned the picture of vigor and energy.

A great many merchants who died financially during the past year would have been alive to-day had they twelve months ago been alive to their business.

DID YOU GET ONE?

A few years ago Hiram Walker & Sons began the popular practice of presenting their friends souvenirs at this holiday season. They never do things by halves, and consequently these reminders have been of a very substantial and useful character. Last year everyone received a box of the finest imported cigars. This year's memento is one that will be much sought after, because it is so useful. It is a very neat, real morrocco folding purse for bills or paper money. It is made in the latest style, and is in every way the most convenient we have ever seen. To make it still more valuable they are putting the name and address of the one to whom they send it in gold letters on the flap. We presume they are intended for general distribution, and any reader who sends a postal card to the head office at Walkerville, Ont., or to their agents, W. R. Wonham & Sons, Montreal, mentioning THE CANADIAN GROCER, to show that they are in business, will no doubt receive one.

FURTHER ADVANCE IN CURRANTS

The currant market appears to be gathering fresh strength.

From Patras comes a cable announcing a further advance of 3d. per cwt. on account of activity in the demand.

In New York prices are below the import basis, and while stocks there are estimated to be 10,000 barrels, yet the quantity on the way only aggregates 3,000 barrels. The opinion in New York, judging from the tone of our exchanges, is that prices should be advanced.

Stocks in England are light, the supply being 5,000 barrels less than a year ago at the same time. The supply of fruit in the primary market is also light.

APOSTLES OF COMMERCE DINE.

ON Tuesday night of last week the Windsor Hotel was full up with commercial travelers. The occasion was the annual dinner of the association. It was a fitting close to a year's work on the road. The drummer has to put up with many discomforts which the business man at home has no idea of. Business is so keen nowadays that the men on the road are the smartest of any class of business men. However, the business they transacted on Tuesday night was quite of a different character from the usual. The order had been booked for some time and about 200 sat down to a splendid repast purveyed in the usual manner of the Windsor Hotel management. The arrangements were carried out admirably. This was, in no small measure, due to the secretary, Mr. Wadsworth, and the Executive Committee. The large dining room was handsomely decorated with flags and bunting. Above the president's chair were the flags of England and Canada, with the letters D.C.T.A.

Altogether, a most enjoyable evening was spent. There were a number of politicians from the Dominion and Provincial Houses. The speeches were of a bright, cheery nature; no long-winded orations, which very often mar such gatherings, were delivered.

Among those present were: Hon. J. D. Rolland, president; Hon. Wm. Paterson, Hon. W. Flynn, R. Wilson Smith, Robert Mackay, G. W. Robinson, C. J. Smith, T. Crockett, Lieut.-Col. Stevenson, F. D. Monk, D. Watson, Chas. Gurd, R. Bickerdike (pres. Board of Trade, Montreal), Mr. Quinn, M.P., Mr. Penny, M.P., Mr. Atwater, M.P., Mr. Rolland, St. Jerome; Ald. Prefontaine, Mr. O. Desmarais, Mr. Madore, R. J. Wilson, Gus. Piche, Mr. Noran, Lieut.-Col. Massey, Fred. Hughes, James Croil, Thomas Harries, E. H. Copland, Jack Rose, D. R. McLennan, J. Herbert, B. Christie, A. M. Thompson, Wm. A. Gondle, Geo. A. Childs, S. J. Martin, L. O. Demers, Alex. Filion, Geo. Brown, E. A. Cardinal, D. M. Lefebvre, J. A. Milette, T. B. H. Mongenais, J. E. Auger, Gustave Labelle, Hector Moreau, J. H. Toupin, J. H. Cross, Octave Genereux, Camille Theoret, L. G. A. Cresse, Peter Wm. Lesperance, J. A. L'Henrencey, Wm. J. Wight, J. H. Palmer, F. Percy Smith, R. Armand Chaput, A. Milton Smith, J. A. Jaubert, J. P. Jackson, R. J. Cooke, M.P., J. B. Caverhill, F. D. Shallow (proprietor of Le Moniteur du Commerce), J. J. Lanigan, W. H. Smardon (agent St. Croix Soap Co.), J. A. Bauden (of Laporte, Martin & Cie.), E. W. Villeneuve, A. H. Bentley, George Hannah, J. M. McConnell, Ludger Gravel (of Balmoral Oil), Remus Laurendeau and S. D. Joubert (of Hector Lamontagne & Co.), J. Laperle, H. G. Frost (Kyle, Cheesbrough & Co.), C. E. Felch, Edward Barry, W. B. Mathews, Henry Munderloh, Wm. C. Finley, W. McK. Barlow, Wm. Mills, Frank Caverhill, James R. Kinghorn, Arthur Fournier, Walter C. Wonham, Thomas L. Paton, George W. Sadler, James L. Gardner, George R. Locker, W. R. Samuel, H. B. Muir, A. W. Gardner, Harry L. Shaw, R. V. Woods, E. W. Barlow, Geo. N. S. Henderson, T. R. Cowan, M.P., F. P. Horan, O. W. G. Dettmers, J. C. Paterson, W. R. O. Bowie, Percy Barnard, A. H. Macartney, Chas. C. Gurd, A. A. Hodgson, T. de G. Stewart, H. Davis, James R. Adam, Frank M. Barnard, A. S. Campbell, Max Murdock, Robert C. Wilkins, Albert J. Meharg, Wm. H. Simpson, C. C. Ballantyne, Jos. Venables, E. Duquette, D. Hy. Herron, Octavien Rolland, E. A. Prevost, T. S. Cote. Geo. O. Bourgouin, J. H. Bedard, L. J. Codere (Sherbrooke), F. Burton, James Arnold, J. McArthur, J. Johnston, John T. Dwyer, Wm. Duckworth, John Black, Ernest Linton, George H. Bishop, Alexander Thomson, Alphonse Delorme (of Delorme & Boudrias), Jas. S. Parkes, R. J. Lockhart, Fred Bruneau, N. C. Robillard, A. Gordon Macpherson, J. MacKay Rose, W. J. Kerr, J. H. Kerr, O. Letourneau, Alex. Strachan, Walter Irwin, Graham L. Dobbin, Alf. Thompson, Chas. M. Cameron, A. W. Adams, Geo. H. Cornell, C. H. Dougall, S. J. Carter, J. Hardie, Alex. B. J. Moore, B. Reed, Major J. Rogers, Capt. W. H. Stanley, R. Irwin, Wm. F. Irwin, E. A. Fuller, Robert H. Bullen, A. S. Rogers, W. J. Egan, S. A. Agnew, J. P. O'Neill, W. J. Agnew, J. B. Patrick, James Hill, W. E. Cushing, R. Langlois, E. Massicotte (president of the Wholesale Grocery Travelers' Association of Montreal), J. H. Clement (of Waldron, Drouin & Co., hats and furs), E. Labreque (of A. Labreque & Son, Montreal), Joseph Saucier (pianist), Edouard LeBel (tenor), C. St. Louis, E. E. Guilbault, Lieut. Gelinas, Capt. E. Desnoyers, George Hamel, T. Yates Foster.

The president, Mr. Rolland, in rising to propose "The Queen and the Royal Family," was received with an outburst of applause. He said: "The Dominion Travelers' Association, which had generously elected a French-Canadian as its president, signified that the sober-minded, enlightened business men of this province were not to be disturbed by race prejudices. (Hear, hear, and applause). This showed the broad views which they entertained while coming in contact with the different nationalities. It was by working in this united manner that the commercial interests of the Dominion would be advanced." (Applause). He need not describe the attributes of a commercial traveler, because they knew them as well as he did, but for the sake of the politicians and others present, he might say that the commercial traveler was looked upon a prince of good fellows. Generous, courteous and enlightened by reason of his long experience with men, he was also familiar with the main topics of the day. (Applause). Many of the merchants whom

he saw there that night were commercial travelers in the past, and as they all knew that the trade of to-day was transacted by the commercial travelers, it was only natural to suppose that the commercial travelers of to-day would largely comprise the merchants of our city. (Hear, hear and applause).

WHEN ORGANIZED.

The Dominion Travelers' Association was organized in February, 1875, and its first president was Mr. Andrew Robertson. At the end of the first year there was a membership of 251, with a cash balance of $529.29. He would take this opportunity of reading the names of the past presidents of the association, and who had worked very materially towards the success of the association: Andrew Robertson, J. A. Cantlie, Alex. Gowdey, Geo. Sumner, Geo. Boulter, R. B. Hutchison, D. L. Lockerby, Fred. Birks, Gus. Piche, Fred. Hughes, George L. Cains, David Watson, Lieut.-Col. Fred. Massey, Hon. J. D. Rolland.

Since the inauguration of the Dominion Travelers' Association it had increased greatly, and it was the largest commercial association in the province. It now had a membership of 2,700, of which 500 were merchants and manufacturers, and the balance commercial travelers. Since the existence of the society it had distributed to members or their families the following benefits: For death claims, $148,480; for sickness, $4,200; for accident claims, $8,588, a total of $161,268. Notwithstanding all this expense, there was a surplus of $149,595 deposited in bonds, etc. (Appl.)

He would like to draw the attention of the commercial travelers to the fact that in 1886 a mutual benefit society was established for the benefit of the families or heirs of deceased members. These benefits were raised by means of assessment made on the members of the society, and $1,000 was given in the event of death. He would urge upon those who had not already done so, to join. (Applause.)

He would make a recommendation to the commercial travelers, which he thought might also apply to the citizens of Montreal. They were always in the habit of finding fault with their aldermen and everything pertaining to this good city, but they never took into account their good intentions. He did not think that they were any worse than others. (Hear, hear.) They should follow the good example of a city not 400 miles from Montreal, where they were always booming their municipalities and everything they had. He would ask them to compare the situation of the two cities, and he was sure Montreal would have no better advocate than the commercial travelers. (Applause.) Before he became president of the Commercial Travelers' Association he was interested in building railways to facilitate the traveling of the commercial traveler in the great north, and he would invite them to take a holiday to the north of Montreal, which is the Switzerland of America. When they saw it he was sure every one of them would wish to become a settler. (Applause.) They would see in this country a summer resort which could not be beaten in America. (Applause.) He then proposed the toast of "The Queen," which was pledged enthusiastically.

The president next proposed the health of the Governor-General. In doing so he said he might mention that he had received a letter of apology for absence from His Excellency, who said that prior engagements deprived him of the pleasure of accepting the kind invitation of the D.C.T.A. He wished them every success. The toast was received with great enthusiasm, and with the singing of "For He's a Jolly Good Fellow" and "Rule Britannia."

Letters of apology were read from the following: Hon. W. Laurier, Lieut.-Governor Chapleau, Sir Oliver Mowat, Sir Richard Cartwright, Hon. Mr. Fielding, Hon. Mr. Foster, Hon. Mr. Marchand, Dr. Anderson, United States consul general; Sir Wm. Van Horne, C.P.R.; C. M. Hays, G.T.R.; J. M. Madore, M.P.; Mr. Tait, C.P.R., and Mr. Frank Gundy.

"COMMERCIAL INTERESTS OF CANADA."

Mr. Fred Hughes was next called upon to propose the toast of the "Commercial Interests of the Dominion." He said that he had not had time to prepare any lengthy remarks about the subject of trade and commerce. He had gone to Mr. Hadrill, secretary of the Board of Trade, to get some figures, but that gentleman stated, in pulling out a blue book, that he would be glad to supply him with the information, but he did not think that figures were a good thing for a social gathering. (Hear, hear.) He had taken his advice and would be as brief as possible. For the past few years Canada, as well as other countries, had been passing through trade depression, and many branches of commerce had suffered severely. At the present time he saw many indications of a change, by increased trade relations with foreign ports. Another indication of the goodness of the time was the large amount of tonnage from the port of Montreal for 1896. The president of the Harbor Board was with them, and he, no doubt, would deal better with that subject, but he, Mr. Hughes, understood it was the best on record. (Applause.) As a consequence of this increasing business their two large steamship companies were building new freight and passenger ships to cope with the trade. (Applause.)

A quartette, composed of Messrs. Venables, Stewart, Duquette and Hodgson, gave a vocal selection, which was well received.

THE CONTROLLER OF CUSTOMS.

Hon. Mr. Paterson, in replying to the toast, said that they must first permit him to thank the officers of the association for sending him an invitation to such a magnificent banquet. He had a considerable fellow-feeling for the commercial traveler. It was some years ago, it is true, but eight years of his early business life was as a commercial traveler. (Applause.) He knew something of the pleasures, also of the difficulties, that are connected with commercial traveling. (Applause.) It may be possible that some of the difficulties which were experienced when he was on the road are not to be met with now. It was possible now that when they reached a town and went to enter the shop of the merchant that they found him there, anxiously looking for them, having received a card a day or two previous. (Laughter.) He could imagine how they would be taken by the hand and told how long the merchant had been keeping his order for them. (Laughter.) In the days when he was one of their number that state of matters did not prevail. (Laughter.) At that time it was quite possible for one to enter a place of business and be told that there was really nothing that they were in want of that day, and then they had to convince a man who knew his business that he did want something. (Laughter and applause.) He looked back with pleasure to those days. During the many years that he had been in business, when he had been waited on by a traveler, perhaps during the cares of the day and an accumulation of little worrying things, he (Mr. Paterson) always put on his kindest smile and tried to receive them in the best possible way. (Applause.)

MEN WITH BRAINS.

Referring more particularly to the commercial interests of the Dominion, he said that there were many successful business men in the city of Montreal. The heads of those houses managing a company perhaps show their excellence far above their fellows by the success which has attended their efforts. It was necessary for a successful firm that they should have brains. These men had to surround themselves with the right kind of men with brains and knowledge. (Applause.) When they spoke of these houses they could not forget the men who by their efforts brought the products of every land before the people. They could not forget that these men were feeling the

pulse of the business world and keeping in touch with commerce throughout the Dominion. The merchant might have the goods in his store and his books well cared for, but these products must be taken out and distributed all over the country and returns made from them. (Applause.) This was done in this noble Canada of ours through the army of noble men known as commercial travelers. (Applause.) It was essential, therefore, that business men should surround themselves with these men, who do so much for the commerce of Canada. (Applause.

The commercial interests of Canada are large. When you speak of the commercial interest of the Dominion of Canada you are speaking of a territory which is as great as the territory of the great republic to the south. You are speaking of a country that stretches from the Atlantic to the Pacific, and unless one has travelled through the country he could not realize its vastness. (Applause.) They had unknown resources within their limits. In the Maritime Provinces they had the shipping industry and a wealth in fisheries. Besides they had the lumbering and agricultural industries. (Applause.) The city in which they were then assembled was the great commercial metropolis of the Dominion. (Applause.) It sent its commerce to all parts of the Dominion. Then they had Ontario, rich in agriculture, timber, and many varied industries. The shores of Lake Superior may be a barren region, but in that very part there was being opened mineral resources, the extent of which no man knows at the present time. (Applause.) Then they had the province of Manitoba, and the fertile Northwest. They could go across those mountain chains, the grandeur of which could not be equalled on earth, and then to British Columbia, where the British flag floated over their heads. (Applause.) Therefore, the toast of the commercial interests of Canada was no light sentiment. (Applause.) They spoke of a sentiment that was grand and broad, and they, as Canadian men, whose homes are here, should see that once in a while they would awaken to the vast possibilities that are in store for the Dominion. And having their interest deepened they would use all in their power in urging others to the advancement of the country. (Applause.) In conclusion he would say that he was glad to see them gathered around the social board. They were engaged in a business in which there was much rivalry, but to-night they had laid that rivalry aside and met together as one common body. (Applause.)

PRESIDENT OF THE BOARD OF TRADE.

Mr. Robert Bickerdike, president of the Board of Trade, also replied to the toast. After thanking them for the kind invitation, he said that he was pleased to see that Hon. Mr. Rolland had been appointed chairman. (Applause.) He had been associated with Mr. Rolland in a great many enterprises. He did not think that they could have selected a better man than Mr. Rolland for the position. (Applause.) He had watched him for a number of years, and although he marched sometimes to unpleasing strains he never turned back, and to-day he was one of the best business men in the city of Montreal. (Applause.)

Continuing, Mr. Bickerdike said that he himself had never had the honor to be a commercial traveler. He was brought up in a business that was not looked upon some years ago as it was to-day, and that was the cattle business. It was not so very long ago that no cattleman would be allowed on a jury. (Laughter.) He remembered when the steamship Irene from Boston was wrecked on the Scilly Islands, that a Boston paper came out with the announcement that there was a loss of "42 souls and 16 cattlemen." (Laughter.) He again thanked them for the kind invitation.

The president then called upon Mr. T. L. Paton to propose "The Railway and Forwarding Interests of the Dominion." Mr. Paton, in proposing the toast, said that railway and forwarding companies were closer connected with commercial travelers than other business people. Traveling had changed greatly within a very short time, and now they could travel right through to British Columbia by rail.

RAILWAY INTERESTS.

Mr. Jack Rose then sang "The Little Nipper," after which Mr. Smith, of the Ottawa and Parry Sound Railway, replied for the railway interests. He referred to the completion of the railway from Ottawa to Parry Sound. They hoped by next summer to put on boats to carry traffic from the Northwest and from the United States through the port of Montreal. (Applause.) The road with which he was connected was the shortest route from Port Arthur, Chicago and Duluth to Liverpool through the port of Montreal. (Applause.) It was shorter than Buffalo. The haul over this route was about 400 miles shorter. In conclusion, he thanked them very heartily for the invitation, and said that the company with which he was connected were pleased to think that they were in such good relationship with the commercial men of the Dominion. (Applause.)

Mr. Crockett, of the Temiscouata Railway, also spoke to the toast.

Mr. D. Watson gave the toast of "Our Guests." He said that in the past their banquet had been graced with many eminent men, and in looking around the banquet table that night he was sure that it was not behind in that respect. (Applause.)

Mr. LeBel sang in French, and his number was enthusiastically received.

QUEBEC'S PREMIER.

Hon. Mr. Flynn, Premier of Quebec, in speaking to the toast, said that it always gave him a great deal of pleasure to meet commercial travelers. The world had made great progress, but in no branch had it progressed so much as in the commercial industry. (Applause.) He did not think that there was a country in the world that had progressed so much as Canada. The methods of trading within the last quarter of a century had been completely revolutionized, and this was due to the railway facilities. The various Governments had done much to foster this, but he thought he was within the mark when he said that the Government of Quebec had been more generous than any of the others. (Applause.) He said that the commercial traveler socially left a good impression upon the people with whom he came in contact. The fostering of a spirit of good fellowship in the community did much towards building up that Canadian sentiment which was irrespective of race or creed and the true indication of public spirit. (Applause.)

Hon. Mr. Atwater also spoke. He said that in early life he became near being a commercial traveler, but his course was turned to law. He was always glad to meet commercial men. They were a jolly lot of fellows, and he said that the sisterhood of provinces which forms the Canadian Confederation were brought into closer union from day to day by the commerce which the commercial traveler represented. The travelers were not only the angels of commerce but of civilization. In conclusion, he trusted that their body would increase and multiply in the future, and that the province of Quebec will show that the successful business men have been taken from its members. (Applause.)

Alderman Prefontaine also spoke. In the course of his remarks he said that he hoped the Government would see its way to have the ship channel deepened to 30 feet and widened to 500 feet, so that the port of Montreal would be able to compete with New York and Boston. (Applause.)

EARLY EXPERIENCES.

Mr. M. J. F. Quinn, gave in a jocular way his early experience in a wholesale house as a junior clerk. That was 30 years ago, and things had changed very materially. Then one of the largest houses had only two travelers, whereas a house doing the same business would now require eight or ten.

Mr. Duckworth: "Fourteen." (Laughter.)

Mr. Quinn: "I accept the amendment of

the hon. member." (Laughter.) Proceeding, he said he might well repeat the words of the song which had just been sung, "Oh Canada," etc., and say that it was these qualifications by associations such as they had that Canada would reap the benefit. Commerce has done much for the world and the commercial traveler had done much for the brightest diadem in the British Empire. (Applause.)

Mr. O. Desmarais also replied, as did Mr. Mackay, chairman of the Harbor Board. The latter said he was very pleased to see that they had appointed a French-Canadian to be their president. He could speak from experience as to what a commercial man had to put up with, having in the early days been on the road himself. They had their good times and their times of hard luck, which often dampened their spirits, but they kept at it and succeeded in the end. (Applause.) He was pleased to see so many whom he had known for so long a time. They seemed to be renewing their youth, so that their occupation did not seem to reduce them. He thanked them for extending an invitation to him and giving him an opportunity of enjoying their banquet. (Applause.)

Mr. F. D. Monk, M.P., and Ald. Penny, M.P., both followed, and, in a word, thanked them for the manner in which they had drunk the toast of "Our Guests."

Mr. Duquette sang a couple of songs, after which Major Rodgers gave "The Mayor and Corporation," which was replied to by Mayor Wilson-Smith and Ald. A. Stevenson.

SISTER ASSOCIATIONS.

Mr. John T. Dwyer gave "Sister Associations." He said: "In rising to propose the toast, 'Sister Associations,' I am sure it is the earnest desire of all members of this association that the pleasant relations existing between us and the members of our sister associations may long continue, and, as the years roll on, find us more closely bound together by the bonds of fraternal affection. We are pleased to know that our associations not only promote business, but also social intercourse, and it is the earnest hope that all members may continue to enjoy health and prosperity and live to a ripe old age, doing their duty by increasing our ranks and prosperity. During the coming year, 1897, it is the intention of the Dominion Commercial Travelers' Association to hold a convention in Montreal, and all our sister associations are most cordially invited to be present, the object being to discuss matters of great importance to commercial travelers and merchants, and to decide on the best action to be taken in obtaining better privileges for members. We want from the railways a passenger rate of 2c. a mile; 500 pounds baggage; and excess baggage rates will be looked into; consideration of express and freight rates may also be taken up. We enjoy but little consideration from hotels, and that is a matter which will also be discussed, and I trust we will receive the hearty co-operation of all the associations and be backed up by the wholesale merchants. Gentlemen, I will ask you to rise and honor the toast, 'Sister Associations.'"

Mr. Thos. Harries responded to the toast.

"The Ladies" and "Press" were duly given, after which Hon. Mr. Paterson proposed a vote of thanks to the president. "Auld Lang Syne" and "God Save the Queen" brought one of the most enjoyable gatherings of the D. C. T. A. to an end.

CULTURE OF VANILLA BEANS.

VANILLA as a flavoring for ice creams and other delicacies, from once being considered a luxury, has now come to be so generally used that it is considered a necessity, and it would be very hard to find a substitute for it. Commercial extract of vanilla, says an exchange, is obtained from the vanilla bean, which is a native of Mexico, and is probably the most valuable fruit grown, the best quality of Mexican beans often being worth nearly their weight in silver. While the vanilla is a native of Mexico, of recent years it has been transplanted to a number of different countries, and will grow in any locality where the temperature does not fall below 65 degrees. The best beans, however, still come from Mexico, and of the Mexican beans those raised in the state of Vera Cruz are the most choice.

The vanilla plant is a clinging vine, with a stem about as thick as an ordinary lead pencil, covered with dark green, spear-shaped leaves. These vines throw out small aerial roots which attach themselves to the bark of a neighboring tree and appear to obtain some nourishment from the sap of the tree. In their wild state the vines entirely cover the branches of a tree, and running from it into adjoining trees, form festoons and arbors so thick as to exclude the rays of the sun and make progress through the forest almost impossible. For a great many years no attempt whatever was made to cultivate the plants, but as the supply decreased from year to year and the demand increased some steps had to be taken to procure a more adequate supply.

The vanilla vines blossom profusely during March and April. The flower is yellow, and has a very agreeable sweet smell. By far the greater number of blossoms wither and fall off, and the ones producing beans are a very small percentage of the total number. The beans grow very rapidly for the first two months, and by the first of July have attained their full size, and from that time on grow but little, if any. The beans, or pods, are from 6 to 12 inches long, and about ½ inch in diameter, and when ripe are about the color of a banana, and have very much the same appearance, except that they are a little less in diameter and somewhat longer. Each vine yields about 100 beans, and some vines have a single branch that bears 12 or 15 pods.

From the first of July, when the bean is a dark-green color, it grows but little in size, turning gradually a yellow color, until the last of December or first of January, when it is fully ripe and ready for gathering. The pods are filled with minute black seeds and a small quantity of pulp, and when prepared for market become reduced to about one-fourth their original thickness, are black in color and emit a very sweet, agreeable perfume.

Although the beans do not become thoroughly ripened until the first of January, there is such a demand for them that the growers begin to gather the crop in November. Beans gathered before they are ripe cannot be as readily cured, and the growers do not get so much for them. They are obliged to begin picking them before they are ripe, however, as if they do not some one else would save the owners the trouble of gathering them, and they would thus be deprived of the results of much hard labor and care.

One of the greatest expenses the growers are put to is in properly guarding their plantations, that their crop, in whole or in part, may not be stolen by the natives. It is impossible to make these people understand that the beans are not growing wild, and the property of any one who is willing to gather them.

The curing of the beans is a slow, tedious process, and one requiring a great amount of care and attention. For the most part the growers do not cure their own beans, but sell them in miscellaneous lots to curers, who employ experts for that purpose. The total time consumed by the curing process is about five months. The beans as soon as gathered are spread out in the sun on black blankets, and allowed to remain until they are quite hot to the touch. They are then gathered up and placed in a sweating box, which is simply a wooden box large enough to hold all the beans. This box is well warmed in the sun and its whole interior is then lined with blankets that have been out in the sun.

After the beans are in the box the ends of the blankets are folded over them, and other warmed blankets are placed over and around the box. The whole is then allowed to remain for 36 hours, by which time the

ripest of the vanilla will begin to turn black, and the box will have lost most of its heat. The beans have now to be spread out in the sun again, after which they are again sweated, and this process continued four or five times, until the beans are the proper color.

As the ripe beans turn black the quickest, after each sweating the whole lot has to be gone over, and the ones which are black enough picked out and placed by themselves. Great care must be exercised in this process, as, if they are very little oversweated, it is sufficient to reduce the weight about one pound per thousand beans, which would be a great loss, and, as the bean loses part of its color when overdried, there is a further loss of about $1 per pound on account of poor color.

As soon as the beans have been sufficiently sweated and are of the proper color they are spread out on drying racks, being carefully gone over from day to day, and any that show signs of moisture or mold are taken out and put in the sun until the mold disappears, when they are again placed on the racks. When of the proper dryness, which the operator from experience can judge very accurately by the feeling of the bean, they are taken from the racks and carefully assorted into bunches of fifty, all the beans in one bunch being same length.

The bunches are then carefully tied and placed in tin boxes, each box holding forty bunches. It is an easy matter to tie the vanilla, but it is not everyone who knows how to do it so that the bunches present a good appearance and keep their shape during frequent handlings, to which the bunches must necessarily be subjected. All the pods of irregular shape are put in the centre of the bunch, as if on the outside they will spoil its appearance. The bunches must be of the same thickness all the way down, their tops rounded and outside smooth. The vanilla bunches must fit snugly in the tin boxes, as if they are loose in the box and rub against each other they will be damaged.

After the vanilla is all in the tin boxes it is carefully weighed and put in wooden boxes made of Mexican red cedar, four or five tins in each box, according to the size; these boxes are then covered with a fibre matting made by the Mexicans, and the beans are ready for shipment. Two of the cases are strapped on the back of a mule or burro, which are then started for the coast in strings of eight or ten animals, thence the vanilla is shipped to Europe or the United States by steamer, reaching its destination about the middle of June or first of July.

The price the beans bring depends entirely on their length and color, and varies from $8 to $15 per pound. Each bunch of fifty beans weighs from a pound to a pound and a half, and a tin containing forty bunches is worth, therefore, in the neighborhood of $500.

TOMATOES IN THE STATES.

Tomatoes are expected to do better after the turn of year, as stocks are said to be very light in packers' hands, and the quantity available at the current market quotations from either packers or second hands is said to be extremely small. Most of the cheap lots have been bought up or withdrawn recently, it is reported, but there is still some stock belonging to an out-of-town house that failed some time ago, which we hear might be bought on a firm offer at less than the general quotations.—N. Y. Journal of Commerce.

INTERESTING NUT EXPERIMENT.

A Florida fruit-grower has recently conducted, according to an exchange, a singular experiment in pecan culture by grafting upon hickory trees, the result being a small supply of the nuts at the end of three years from the time of grafting. As the pecan tree grown from the seed requires from nine to twelve years to come into bearing, the result of this experiment is important. The Texas pecan crop this year is worth half a million dollars.

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MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

BUSINESS of the last week of the Old Year is as usual characterized by its old peculiarities : There is very little doing. Practically all the travelers are in the warehouses, and the orders coming in are by letter and for small sorting-up parcels. Wholesalers are also buying little as well as selling little, for they are either preparing to take stock or have already begun the task. Prices are much the same as a week ago ; in fact, the only change worthy of note is an advance of 3d. in currants in the primary market. Sugar is quiet and steady. Canned goods are steady and unchanged. Teas are not as active as they were, but the demand is good for this time of the year. Foreign dried fruits are in moderate request.

CANNED GOODS.

The situation is unchanged, the demand being light and prices on tomatoes and peas steady. We quote standard brands as follows : Tomatoes, 65 to 75c. ; corn, 50 to 75c.; peas, 60 to 75c. for ordinary ; sifted select, 80 to 95c. ; extra sifted, $1.15 to $1.30 ; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's ; raspberries, $1.50 to $1.80 ; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.75 to $2.00; cherries, $2 to $2.25 ; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.37½ to $1.40 ; "Maple Leaf," $1.37½ to $1.40 ; Lowe Inlet, $1.30 to $1.35, in tall tins ; cohoes, $1.10 to $1.25 ; canned mackerel, $1.20 to $1.30 ; lobsters, $2.10 to $2.30 for tall tins ; flats, $2.75 to $2.85 ; half tins, $1.50 to $1.55; Canadian canned beef, 1's, $1.20 to $1.35 ; 2's, $2.30 to $2.50 ; 6's, $7.75 to $8.25 ; 14's, $15 to $16.

COFFEES.

Good selected grades of green Rio coffee suitable for this market are still scarce, while the demand is good. We quote green in bags: Rio, 15 to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

Wholesalers report a demand for medium syrups, but refiners' agents are doing nothing in any kinds. We quote : Dark, 23 to 25c. ; medium, 28 to 35c. ; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There is a little demand for medium grades of New Orleans molasses. We quote . New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The sugar market is in a condition of rest. The Montreal refineries are all closed down for their usual annual overhauling, and they are neither seeking orders nor getting many of them. There was a sale of a round lot of raws in New York this week at a decline of 1-16c., but it is considered to have been a forced sale, and appears to have had no material affect upon the market. At any rate, prices, both there and in London, are steady. Wholesalers' quotations for granulated are unchanged at 4 to 4.10c., and yellows range from 3.30 to 3.75c. per lb.

SPICES.

Trade is quiet and featureless. We quote : Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c. ; cream of tartar, French, 25 to 27c. ; do. best, 28 to 30c. per lb. ; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

RICE, TAPIOCA, ETC.

There is no feature worthy of note in this line. We quote: Rice, Standard "B," 3⅜ to 3¾c. ; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c. ; sago, 3½c.

NUTS.

A fair sorting-up trade is to be noted. We quote : Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack ; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots ; Naples filberts, 11c.; pecans, 12 to 12½c. ;

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hickory nuts, $1.50 to $2 per bushel; Canadian walnuts, $1 per bushel.

TEAS.

During the last couple of weeks there have been some sales of large blocks of China black teas, but during the last few days they have not been receiving as much attention. Japans are steady in price, but there is not much demand for them. Indian and Ceylon teas are in good demand, and the latter particularly. Ruling prices on the Toronto market to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

A private cable received in Toronto this week reported an advance of 3d. per cwt. in the price of currants in the primary market. The local demand is steady and unchanged. We quote: Provincials, 4⅛ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; Patras, 5 to 5⅛c. in bbls., 5 to 5⅛c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are in much about the same position as a week ago. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

California loose muscatel raisins are steady and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Sultana raisins are quiet and steady at 7 to 10c., according to quality.

In Malaga raisins trade is about over. We quote: Blue baskets, $2.25 to $3.50; Dehesa clusters, $3.50 to $4; Non Plus Ultra, $6; Imperial bunches, $5.75 to $6; Imperial Russian clusters, $5 to $5.50.

Figs are in moderate request and unchanged. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Dates are in fair request and unchanged. We quote 7 to 7½c. for Hallowee and 6½ to 6¾c. for cheaper grades.

The attention being given to prunes is still unimportant. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California,, 90 to 100's, 6½c. per lb.; 30 to 40's, 11½c.

There is nothing new to report in regard to California evaporated fruits. We quote: Choice peaches, 25-lb. boxes, 10½c.; Royal apricots (fancy), 15c.; fancy egg plums, 10c.; fancy silver prunes, 13c.

GREEN FRUIT.

Advices from the primary markets state that although the demand for Valencia oranges is not brisk, the tendency of prices is upward. Locally, the demand for oranges, especially the Valencia kind, is the feature of the green fruit market. The demand is being well maintained. Lemons are a little easier; the enquiry is fair and the supply good. There are still a few Almeria grapes on the market and the demand for them is fair. Small shipments of Canadian grapes have been received during the past week, but they did not receive much attention. The demand for bananas is limited. The sale of cranberries is being well maintained. Apples are dull and unchanged. We quote: Oranges—Jamaicas, $3.50 to $3.75 per box; ditto, barrels, $7; Valencias, ordinary, 420's, $4 to $4.25 per case; large, 420's, $5.50 to $5.75; 714's, $4.50 to $4.75 per case; Mexicans, $3.25 to $3.75 per box; Floridas, $4.50 per box; Bahamas, $3.50 to $3.75 per box; California navels, $3.75 to $4. Lemons — Messinas and Palermos, $2.25 to $3 per box for choice to fancy; cocoanuts, $3.75 a sack and 60c. per doz.; apples, $1 to $1.25 per bbl. for red fruit or greenings, and 75c. for ordinary; onions,

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16, 18 and 20 FRANCIS STREET TORONTO
PORK PACKER, Etc., Etc.
Importer and dealer in best brands of
English Sheeps' Casings
AND
American Hogs' Casings
MANUFACTURER OF
BOLOGNAS, ETC., ETC.
Kettle-rendered Lard of best quality.
..Preservatives and Seasonings a specialty..

Direct Importers
ORANGES
LEMONS
DATES
FIGS
NUTS
FRUIT
You should GET OUR PRICES before placing your orders.
Clemes Bros., Toronto

75c. per 80 lb. bag for Danvers and $1 per crate for Spanish; cranberries, $7 per bbl. for Jerseys; $5 to $5.50 for Canadians and Nova Scotians; cases, $2 to $2.50; bananas, $1.50 to $1.75; Almeria grapes, $5 to $7; Canadian grapes in 10-lb. baskets, 20c.

BUTTER AND CHEESE.

BUTTER—Is plentiful. Even large rolls are beginning to accumulate. Jobbers are trying to get same prices as before, but they do not hesitate to shade quotations when by so doing they can effect a sale. Large dairy tubs particularly are dull. Creamery butter is being kept fairly well cleaned up, the export demand taking the surplus stock. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low-grade to medium, 8 to 10c.; pails and crocks, 12 to 13c.; large rolls, 12 to 13c.; pound prints, 13 to 14c. Creamery—Tubs, 18 to 19c.; 1-lb., blocks, 18 to 20c., according to make.

CHEESE—A little better feeling obtains on account of an improvement in the export demand. Although local quotations are unchanged a firmer feeling prevails. We quote early makes at 10 to 10½c. and local makes at 10½ to 10¾c. per lb.

COUNTRY PRODUCE.

BEANS—The market is dull. Jobbers' quotations are 50 to 60c. for ordinary and 70c. per bushel for hand-picked.

DRIED APPLES—There is very little doing and jobbers' quotations range from 2½ to 3c. per lb.

EVAPORATED APPLES — Quiet and unchanged at 4 to 4½c. per lb.

EGGS—Trade has been quiet during the past week. Stocks, however, are light and a steady feeling rules as to price. We quote: Limed, 14 to 14½c.; September fresh held, 15 to 16c.; new-laid, 19 to 20c.

MAPLE SYRUP—The sale is fair at 70 to 80c. per gallon.

POTATOES—Steady at 30c. in carload lots on track, 40c. for farmers' load, and 45c. from store.

POULTRY—The day before Christmas the market was glutted with poultry, causing the strength of the previous few days to vanish and all kinds of prices to rule. The mild weather of this week has not helped matters, figures still being low and supplies plentiful. We quote: Chickens, 20 to 40c. per pair; turkeys, 7½ to 8c.; geese, 6 to 6½c.; ducks, 40 to 60c.

HONEY — Dull and unchanged. We quote: Strained, 7c. in 60-lb. tins, and 8c.

MORROW & EWING
General Commission Merchants
13 St. John St., MONTREAL
We beg to notify the Wholesale Grocery Trade that we have to offer best values in
Rio, Santos, Maracaibo and Mocha Coffees
also have on hand full lines of
Japan, Congou, Indian, Ceylon and Gunpowder Teas
Samples and particulars on application.
Wholesale supplied only.

"SHIPPERS ATTENTION"
Reference—Bradstreet's.
Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.
Established 1892.
Rutherford, Marshall & Co.
General Produce and Commission Merchants
62 FRONT ST. EAST - TORONTO.

JAPAN JAVA
MOUNT ROYAL
RICE
MILLS BRAND
PATNA BURMAH
D. W. Ross Co., Agents.

VINEGARS
Made under Government Supervision. Absolutely pure.
BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. ... TORONTO.

Every up-to-date Grocer should keep
COWAN'S
HYGIENIC COCOA
and ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE
Send your orders to
THE COWAN CO., Ltd.
470 King St. East, Toronto

G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**
42 SCOTT ST TORONTO.

PURE CANDY FOR HOLIDAY TRADE.

BON BONS CREAM MIXED TOYS LOVE DROPS	ROYAL MIXED DIAMOND MIXED TAFFY MIXED NOVELTY MIXED	FRENCH CREAMS WALNUT " MIXED BON BONS CHOCOLATES	GUM DROPS CON. LOZENGES LOVE GEMS BUTTER CUPS

Manufactured by

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound, Ont.**

in 5 and 10-lb. tins ; comb, $1.50 to $1.75 per dozen.

PROVISIONS AND DRESSED HOGS.

The abundance of poultry on the market has had a disquietening effect on the provision trade. Deliveries of dressed hogs in carload lots have been free during the past week, but street deliveries have been light. Ruling prices being paid are $4.40 to $4.50 for heavy weights and $5 to $5.10 for light weights.

DRY SALTED MEATS—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots ; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c. ; hams, large, 22 lbs. and over, 9½ to 10c.; medium, 15 to 20 lbs., 10½c. ; small hams, 11c.; backs, 9½ to 10c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7c.; tubs, 7¼c.; pails, 7½c.

BARREL PORK—Canadian heavy mess, $12 to $12.50 ; Canadian short-cut, $12.50 to $13; clear shoulder mess, $10 to $10.50.

SEEDS.

No material change has taken place during the past week, business still being at a standstill. We quote: Alsike, $3 to $3.50; timothy, $1.20 to $1.40; red clover, $3 to $4.75. All quotations are f.o.b. point of shipment.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are small and prices higher than a week ago. We quote: Wheat, 88½c. for white and 86½c. for red, and 66 to 67c. for goose; oats, 21 to 23½c.; peas, 44c.

FLOUR — More buyers are in evidence and prices are unchanged. We quote in carloads on track, Toronto: Manitoba patents, $5.30 ; Manitoba strong bakers', $4.90; Ontario patents, $4.75 to $5.25 ; straight roller, $4.30, Toronto freights.

BREAKFAST FOODS—Quiet. We quote: Standard oatmeal and rolled oats, $3.20 in bags and $3.30 in bbls.; rolled wheat, $2.70 in 100-lb. bbls.; cornmeal, $2.40 to $2.50; split peas, $3 to $3.25 ; pot barley, $3 to $3.25.

SALT.

Business keeps good. We quote at Toronto : In carload lots, $1 per barrel and 60c. per sack; in less than carload lots, $1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

FISH AND OYSTERS.

Cod and sea herring are quoted lower, but oysters are 10c. dearer. Business is quiet. We quote : White fish 7½c. ; trout, 7c.; Pickerel, 6c. per lb. ; haddies, 6c. per lb. ; Labrador herring, $5 to $5.50 per bbl. and $2.25 to $2.50 per half-bbl. ; boneless cod, 3½c. per lb: ; pure cod, 6½ to 6¾c. per lb. ; ciscoes, $1.10 per 100 ; haddock, 5c. per lb. ; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 7c.; sea herring, $1 to $1.25 per 100 ; smelts, 7 to 10c. Oysters are quoted at $1.25 to $1.35 for standards, and $1.65 for New York counts.

PETROLEUM.

The demand for illuminating oils continues brisk with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Raw sugar declined 1-16c. in New York on Monday.

A cable to Watt & Scott announces another advance of 3d. in the price of currants.

The tendency of the price of Valencia oranges on the Liverpool market is upward.

QUEBEC MARKETS.

MONTREAL, DEC. 31, 1896.

GROCERIES.

THERE has been little change in the general grocery market during the past week. Business, as a rule, is quieter than it was, and there are few new or interesting features to note. Demand has diminished for nearly everything, for the reason that traders generally are supplied, and a quiet spell is looked for until the effect of the holiday season has been dissipated. The only large wholesale business of the week has been in molasses, and Japan and Gunpowder teas, which changed hands for round lots. Both are firm.

SUGAR.

The sugar market has undergone no particular change since last report. A few small lots of low-grade yellows have been asked for on the basis of 3⅛ to 3½c at the refineries, as to grade, and some granulated at 3⅞ to 4c. Otherwise there is nothing to report, for the jobbing demand is small and retailers appear to have all they want to get along with at present. We quote the jobbing basis at 3¼ to 3¾c. for yellows and 4 1-16 to 4⅛c. for granulated.

SYRUPS.

There has been no improvement in the syrup market, the easy feeling already noted continuing. In jobbing parcels we quote 22 to 35c. as to grade, but a large order can easily be filled at 1⅜ to 1⅞c., according to quality.

MOLASSES.

Strength is again the dominant factor of the molasses market this week and we hear of round lots having realized 27c., and it is inferred from this that dealers' supplies throughout the country districts are small. Lent is the season for consumption of molasses in the province of Quebec and this demand will soon commence to make itself felt. In a jobbing way we quote prices firm at 30 to 31c.

WE ARE *PAYING CASH* **FOR** DRIED APPLES

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

1897

Will be a Prosperous Year for you IF

You will start in right. We want to make it prosperous for you in every line, and as a starter offer you the following extraordinary values in **TEAS**

10½c. For a beauty in YOUNG HYSON,
15c. Splendid value in JAPAN,
15c. and 18c. Two bargains in INDIAN,
15c. and 18c. In CEYLON,
..AND..
10c½. For a GUNPOWDER.

Will be pleased to mail you Samples. As we hold the largest and best assorted stock of Teas in Canada it will pay you to write us.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

RICE.

There has been little life in this market but the firm feeling is fully maintained as follows: Crystal Japan, $5 to $5.25; standard B., $3.70; Patna, $4.75 to $5.25; Carolina, $6.75 to $7.75, and Java, $4 to $4.25.

SPICES.

The spice market has been rather quiet this week, but enquiry for black and white pepper continues. All prices are steady as follows: Pure black pepper, 10c.; pure white, 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

The market here has not shown any inclination as yet to be affected by the probable war across the lines between the two great New York concern. When it does commence, however, traders here figure that it will exert a material influence. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18 to 20½c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

The market remains quiet, though some fair-sized transactions in Japans and Gunpowders were noted at firm prices. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

The business in Valencia raisins has fallen off considerably since the date of last writing, but prices are strongly held. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

Firm advices from the Coast tend to the maintenance of firm values here on California raisins, stocks of which are exceedingly light. We quote: 2-crown, 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

There is no change in Sultana raisins. Prices range from 7 to 12c., according to grade.

Sorting demand for Malaga table fruit, conspicuous last week, has decreased. Prices are steady, as last quoted, $1.50 to $4.50.

The strong disposition of the currant market is maintained. Demand is rather quieter this week, while prices are unchanged. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Leonard Bros.

Wholesale Fish Merchants

ST. JOHN, N.B., MONTREAL AND TORONTO

Ask your wholesale grocer for

Leonard's 1-lb. Cod, in blocks and 5 and 20 lb. boxes, and 1-lb. "Gem of the Sea," in 21-lb. boxes

(GUARANTEED)

We are also putting up . . .

New Haddies, Kippers and Yarmouth Bloaters.

"Always a Best" . . In Everything

We have the BEST in the canned fish line

GOLDEN FINNAN HADDIES

Are the BEST. They are Delicate, Delicious and Appetising. If you sell the GOLDEN brand Haddies, it will be the finest DRAWING CARD you can get.

Every can guaranteed or money refunded.

NORTHRUP & CO.

Packers' Agents.

St. John, N.B.

GRIMBLE'S English Malt

Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . .

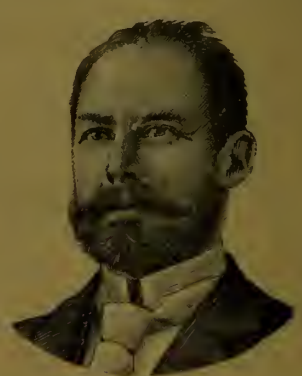
JOHN E. MARSHALL

118 Commercial St.,

Boston.

D. H. RENNOLDSON,

Agent in Montreal.



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must be good, safe, and profitable enough for every Grocer to handle, **COTTAMS BIRD SEED** occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK

Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

SELLING AGENTS: J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg
J. Hunter White, St. John, N.B.; W. H. C. BURNETT, General Western Manager, 509 Masonic Temple, Chicago, Ill.

J. W. BEARDSLEY'S SONS, New York, U.S.A.

THOMAS DOHERTY & CO.

: : Importers of : :

TEAS and COFFEES

134 McGILL STREET, Corner ST. PAUL.
Dominion Buildings.
MONTREAL.

APPLES
FOR EXPORT.

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

DAWSON & CO.
32 WEST MARKET STREET
Correspondence Solicited.
TORONTO.

GEORGE McWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL . . **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

A Luxury

that your customers will appreciate at this season of the year is a plump, juicy ham or a side of delicious Breakfast Bacon. We can supply you with both, and at prices that give you a good profit and still give the luxury to your customers at reasonable price.

The "Star Brand" Hams and Bacon cannot be excelled.

F. W. Fearman
HAMILTON

Prunes rule quieter this week, while prices generally are steady. We quote: French 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's., and 7 to 8c. for 70 to 80's.

Figs range from 9½ to 11c., as to grade, with a moderate enquiry.

There is no change in dates, at 5 to 5½c., as to grade.

NUTS.

The enquiry for nuts is less than it was, but the feeling generally is steady. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoanuts, $5 per 100.

CANNED GOODS.

There is no change in canned goods. Business rules quiet and prices generally are firmly held. We quote: Tomatoes, 75 to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, $2.90 to $3 for 3's, $1.90 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

There was no particular feature to report in connection with the fish market this week. Values generally are steady as follows: Labrador herrings, $4.75 per bbl.; No. 1 N.S., $3.75 to $4 per bbl., and $2.25 to $2.35 per half-bbl.; No. 1 draft green cod, $5 to $5.25; No. 1 do., $4.50; No. 2, $3.35 to $3.50; No. 1 green haddock, $3.50; No. 1 Lake trout, $3.90 to $4 per keg; No. 1 white fish, $5 per barrel; small Labrador

It Has No Equal
BROCK'S BIRD SEED

We know it because
The Wholesaler sells more. The Retailer sells more
The Customer buys more.
It pays to handle such goods.
NICHOLSON & BROCK - TORONTO

SHIPMENTS OF PRODUCE SOLICITED

Prompt returns. Correspondence invited. References, Bradstreet's Agency.

H. P. GOULD & CO.
Wholesale Produce and Commission Merchants,
33 Church St., TORONTO

SOMETHING CHOICE
. . IN . .
HAMS
BREAKFAST BACON
ROLL BACON
FOR HOLIDAY TRADE.

The WM. RYAN CO. Ltd.
Pork and Beef Packers.
TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

There's a Time for Everything...

THIS is the time for you to lay in your Christmas Stock of
SMOKED MEATS, PURE LARD, Etc.
This is the PLACE to procure your stock. Our "Maple Leaf" Brand Smoked Meats and Pure Lard are positively unexcelled.

D. GUNN, BROS. & CO.
PORK PACKERS,
TORONTO

ORANGES
Special Fancy California Washington Navels. Fancy New Valencias.
Fancy Messina Lemons,
Malaga Grapes, New Nuts,
Figs and Dates. . . .
HUGH WALKER & SON
GUELPH, ONT.

Heinz's Pickles

sauces, etc., add a pleasant piquancy to a meal, that multiplies many fold the pleasure of eating it.

POPULAR SPECIALTIES

Heinz's Baked Beans with Tomato Sauce
Sweet Pickles, Tomato Chutney
India Relish, Etc.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

The Man Who Won

Who was the man?

Jamieson

What was the product?

Biscuits

How was it done?

By . . .

Honesty of purpose.
Purity of materials.
Skilful assistance.
Efficient mechanical equipment.
Thorough care.
Consequent superiority.

Jamieson's Biscuits

Are thoroughly up to date and popular as the almighty dollar.

Sold by all Grocers

Manufactured by

R. E. Jamieson

OTTAWA

salmon, $12.50 to $13; No. 1 B. C., $6 per half-bbl., and $12 per bbl. to arrive; No. 1 halibut, $7.50 to $8 per bbl.; tongues and sounds, $7.50, and salt eels, 4½ to 5c. per lb. Fresh tommycod, $1.25 to $1.40 per bbl,; haddock, 3¼ to 3½c.; frozen salmon, 11 to 12c.; halibut, 8c., and Manitoba pickerel, whitefish and trout, 6½c. per lb.; smoked haddies, 6 to 7c.; Yarmouth and Bay bloaters, 90c. per box; kippered herrings, $1.30 to $1.50; ciscoes, 75c. per basket of 100 fish, and medium smoked herring, 10 to 11c. per lb. Dried cod, $4 per cwt.; pollock, $1.90 to $2 per 100 lbs.; skinless cod, $4.50 to $5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb. Malpeques, $5 to $5.50 per bbl.; Buctouche, $4.50 to $5; Miramachi, $3 to $3.50, and ordinary, $2.50 per bbl.

GREEN FRUIT.

Though the volume of business has not been so great in green fruit, quite a few orders kept coming in until a day or so ago. All lines are steadily held and California oranges were offered this week at $4 to $4.50 per box. We quote: Florida oranges, $5 to $5.50 per box; Jamaica oranges, $5.50 to $6 per bbl.; Valencia oranges, $5.25 to $5.50 per box; lemons, $2.50 to $3 per box, and $6 to $7 per chest; pears, $2 to $2.50 per keg; cranberries, $4.50 to $5 per bbl.; Spanish onions, 70 to 75c. per crate, and new Malaga grapes $5 to $7.50 per keg.

APPLES.

There has been no change in the apple market. Business moves quietly at 90c. to $1.40 for No. 1, and 40 to 85c. for No. 2.

DRIED APPLES.

There is little or no demand for dried apples. Prices, however, are unchanged at 3 to 3½c. in small jobbing parcels. In round lots 2½ to 3c. is paid for them laid down in Montreal.

COUNTRY PRODUCE.

EGGS—The demand for eggs was slow to-day and the market was quiet with no change in prices to note. Montreal limed and choice candled stock are selling at 14 to 14½c.; western limed at 13 to 13½c., and held fresh at 12 to 12½c. per dozen.

BEANS—There was no change in beans, sales being slow at 80 to 85c. in car lots, and at 90 to 95c. in a jobbing way.

GAME — The receipts of partridge were very liberal to-day owing to the near approach of the close season, and in consequence the tone of the market was easier, but prices show no actual change, sales being made at 40 to 45c. per brace for firsts and at 25 to 30c. for seconds.

POTATOES—The demand for potatoes was limited and the market is quiet at 35 to 40c. per bag in car lots, and at 45 to 50c. in a jobbing way.

POULTRY—A fairly active trade was done in poultry to-day, but the tone of the market on the whole was easier. Turkeys sold at 8½ to 9½c.; chickens at 6 to 7c.; ducks at 8 to 8½c., and geese at 6½ to 7c. per lb.

ONIONS—Quiet and steady at $1.25 per bbl. for red, and $1.30 to $1.35 for white.

DRESSED HOGS — There has been little change in dressed hogs. We quote: Car lots, $4.75, and small lots, $4.75 to $5.

PROVISIONS.

There was no change in the local market, business being quiet and principally of a jobbing character at steady prices New packed Canadian pork is offering at $11 to $12, and old is selling in a small way at $10 to $10.50 per bbl. Pure Canadian lard, in pails, at 7 to 7½c., and compound, refined, at 5¼ to 5½c. per lb. Hams, 9 to 10c., and bacon, 8½ to 9½c. per lb.

FLOUR, MEAL AND FEED.

The feature of the flour market has been the demand from abroad for Manitoba grades. Locally business was very quiet, and values show no material change. Winter wheat patents are selling at $4.75 to $5; Manitoba spring wheat, patents, $5.20 to $5.30; strong bakers', $4.50 to $5; straight rollers, $4.25 to $4.50; and in bags, $2.10

Do you ever tell

your customers how delicious Preserved Ginger is when purely and properly made? Get them to try ours,—it will please them and profit you.

Excellence in Flavorings

is just as necessary as in substantials Certain customers have not yet learned this. Get them to try Pure Gold Extracts and they will be convinced.

PURE SPICES
PURE COFFEES
PURE PEPPER
PURE MUSTARD
PURE CATSUP
PURE EXTRACTS
PURE BAKING POWDER

PURE GOLD M'F'G.CO. 31&33 FRONT ST.EAST. TORONTO.

to $2.25. There was no change in the situation of the oatmeal market, business being quiet and prices steady, at $3.40 to $3.50 for rolled oats in wood, and at $1.70 to $1.75 per bag. The tone of the feed market was about steady, but business is rather quiet at present. Manitoba bran, $10 to $10.50 per ton, including sacks; Ontario, $9.25 to $9.50 in bulk; shorts, $11 to $12; mouillie, $15 to $16. The demand for hay was fair, and prices ruled steady at $10.50 to $11 for No. 1, and at $9 to $9.50 per ton for No. 2 in car lots.

CHEESE AND BUTTER.

The more active disposition noted in cheese last week has been maintained, but the appreciation in holders' views, resulting from the business put through last week, has checked the demand to a certain extent. We quote values firmly held this week at 10½ to 10¾c.

There has been little change in the butter market. Strictly finest creamery is difficult to obtain, and 18½c. is easily realized for it, but the great bulk of the offerings fail to command this figure, grading below 18c.

MONTREAL NOTES.

W. H. Dunn, the well-known grocery specialties agent, left for New York this week on a business trip.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Dec. 31, 1896.

THERE is but little of interest to put in this the last report for the year. It is so soon after Christmas that there is little or no demand for goods. Christmas was a fine day, with but little snow. The day was one of pleasure to almost everyone in our city. We are fortunate in having no large number of the very poor among us. In markets the feeling, where there is movement enough to make feeling, tends easy. Stocks in many cases are quite large. In raisins the stock is very light, and it is the one line in which prices are higher. Our lumbermen feel well satisfied with the outlook for next season. Good prices are being offered for the coming season's deal, and quite a few are accepting them.

OIL—The demand keeps good for burning oil. St. John prices keep low, being below the general market value. In lubricating there is but light movement. The season for taking orders will soon be here. We quote: Best American burning oil, 19¾c.; Canadian, 18½c.; prime, 16¼ to 17c.

SALT—While there continues to be quite a quantity arriving of Liverpool coarse salt, there is nothing of interest to report. At this season demand has little life and prices keep low. In Canadian salt, at this season, there is but little movement. There is a steady demand for the wood boxes. It is very hard to keep fine salt free in this climate, the air being so damp that it cakes, though not as hard in some cases as others. For table use corn starch is sometimes mixed with the salt to keep it free. In large quantities from steamer's side coarse salt would be sold below quotations. We quote prices as follows: Coarse, 48 to 50c.; factory-filled, 90c. to $1; 5-lb. bags, in bbls., $3.25; 10-lb. bags, in bbls., $3; butter and cheese salt, bulk, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz; Canadian fine, $1 per bag.

CANNED GOODS.—There is in peas quite a firm feeling, and best grades are held for full figures. There is but little to be said, as just at present there is but little demand, in common with other lines. In canned pineapple the Canadian is being largely sold now, where a few years ago it was all American. The demand is now for grated rather than sliced. Lobsters are about out of stock. Salmon holds easy. Oysters have but a fair sale. We quote as follows: Corn, 65 to 70c.; peas, 70 to 80c.; tomatoes, 75 to 80c.; gallon apples, $1.80 to $2; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.34 to $1.45; peaches,

3's, Canadian, $2.85 to $3; 2's, $1.90 to $2; pineapple, $2.25 to $2.65; salmon, $1.35 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.25 to $1.30; clams, $5 for 4 doz; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT — There is in this branch at present quiet times and will be now for some time. Holiday trade is over and cold weather is here. Valencia oranges are low, but being yet sour the sale is much smaller than otherwise it would be. There are no West India oranges now, and but few Floridas. The price of these last is high, and on this account the few that arrive are best grades for best retail trade. Lemons tend easy. Malaga grapes are firm and high where quality is good. Apples are a rather better sale. As no schooners now bring any, and as the auction sales are about over, the merchant gets a chance. Prices keep very low. Very few bananas or pineapples are sold. We quote: Messina lemons, $3.05 to $4; oranges, Valencia, $3.75 to $4.25; bananas, $1.75 to $2.25; apples, $1 to $1.50 per bbl.; keg grapes, $6 to $7.50; cranberries, Cape Cod, $4 to $6 per bbl.; bog cranberries, native, $4.50 to $5; pineapples, $1.50 to $2 per doz.

DRIED FRUIT—Except in raisins there is little life. Californias are about cleaned up and some offers have been made for direct shipment from the Coast. New York offers 3-crown that can be landed about as low as direct shipments. These have, however, hardly any 4-crown to sell. New dates are daily expected. Evaporated apples keep easy with little demand and fair stocks held. Holders of dried cannot move them at any price. With the close of the holiday season the demand for nuts has fallen off. In peanuts, while low prices rule, they tend upward. Onions are higher. In this market there is no sale for the red-skinned, even at much lower prices than the yellow. While quiet, a quantity of Malaga loose muscatels have arrived here, they are not equal to California stock. We quote as follow: Valencias, 5½ to 6c.; California L.M. 3-crown, 7½ to 7¾c.; London layers, $1.75 to $2; currants, cases, 4½ to 5c.; bbls., 4½ to 4¾c.; cartoons, cleaned, 6¾ to 7½c.; bulk, cleaned, 5½ to 6½c.; prunes, boxes, 5½ to 6c.; dates, 4½c.; dried apples, 3 to 3½c.; evaporated apples, 5 to 5¼c.; Canadian onions, $2.20 to $2.25; cocoanuts, $4 to $4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; citron peel, 17 to 17½c.; orange and lemon, 12½ to 13c.; Valencias, layers, 6½ to 7½c.; 4-crown L. M. raisins, 8½ to 9c.

SUGAR — There is nothing of interest. Prices show no change, and there is, just at the present, little demand. Those who bought quite largely at the low prices are rather disappointed. We quote: Granulated, 4 to 4¼c.; yellows, 3¼ to 3⅜c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—The feeling is firmer. Stocks are getting in quite small compass. There continues to be a good sale for New Orleans. In Barbadoes the price would be better if the quality was. It is thought the new crop will come in very early. Movement continues quite light in syrups. We quote: Barbadoes, 27 to 28c.; Porto Rico, 29 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

FISH—Until after the New Year there will be but little movement. The frozen fish business has hardly yet got under way. The receipts of smelts are rather lighter. Smoked herring are easy, and kippered in very light supply. This week one of our local houses shipped a mixed car to the Coast. Shad is scarce. Best pickled mackerel have but limited sale here owing to price. Demand for extra dry for the West Indies is poor. We quote: Large cod, $3.25 to $3.50; medium, $2.75 to $3; pollock, $1.15 to $1.25; bay herring, $1.50 to $1.55 per half-bbl.; smoked, new, 7 to 8c.; shad, half-bbl, $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 60 to 70c. per box; kippered, $1 per box; Barrington, $3.25 per bbl.; Shelburne, $3.50 per bbl.; frozen herring, 65 to 70 per 100; smelt, 4 to 5c.; frozen cod, 2¼ to 2½c. per lb.

PROVISIONS—The demand, as in other lines, feels the effect of the season and the movement is light. Pork keeps very low. We quote mess lower than last week. Beef still tends upwards. Large stocks of lard are held here. We quote: Clear pork, $13.50 to $14; mess, $12.50 to $13; plate beef, $12 to $13; hams, 11 to 12c.; rolls, 7½ to 8c.; pure lard, tubs, 7¾ to 8c.; compound, 6½ to 7½c.

FLOUR, FEED AND MEAL—Here, again, the weaker tendency is felt. Still holders of flour look for a further advance after the New Year. Trade in beans is light, shippers not pushing sales, as the market is weak. We quote prices lower. Oatmeal and oats are easy and meeting very little enquiry. Cornmeal is also quoted rather under last week. Feed is very dull. The fact that western grey buckwheat is lower than usual has very much aided the demand. We quote as follows: Manitoba flour, $5.70 to $5.80; best Ontario, $5 to $5.10; medium, $4.70 to $4.80; oatmeal, $3.60 to $3.70; cornmeal, $1.90 to $2; middlings, car lots, in bulk, $14 to $15; bran, do., do., $13 to $14; hand-picked beans, $1; prime, 90c. to $1; oats, 32 to 35c.; hay, $11 to $12; barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50; buckwheat meal, $1.20 to $1.25; grey, $1.75 to $2.00.

ST. JOHN NOTES.

In the cargo of the steamer Lake Ontario, arriving last week from Liverpool, were 3,000 boxes of oranges.

In the place of the usual calendar Hamm Bros., biscuit manufacturers, this year presented their friends with a thermometer.

There was shipped from P.E. Island this week a cargo of oats for the English market, consisting of about 110,000 bushels, valued at upward of $30,000.

The West India steamer leaving this week had a large cargo, equal to about 4,000 barrels, made up largely of produce such as potatoes, hay, etc.; also the usual quantity of fish.

The Central Creamery, Charlottetown, is finding a ready demand for butter at 20c. During the past week some 5,000 lbs. were made. One day the output amounted to 1,564 lbs., 1,000 lbs. of which was packed in six-lb. air-tight cans for shipment.

The White Candy Co. presented to the clerks in the long room, the surveyors', appraisers' and warehouse departments a box of choice candy as a Christmas remembrance.

The Delhi Canning Co., who are so well known here, and for whose goods there is a steady demand, have presented their customers with one of the handsomest calendars seen here this season.

At a meeting of the creditors of Joseph Grogan, general dealer, Kouchibouguac, W. H. McLeod was appointed assignee and James F. Atkinson inspector. Liabilities about $1,200, and assets $500.

Among the fancy goods shown by our retail grocers this season Cadbury's chocolates and Southwell's jams have had a first position. Messrs. Frank Magor & Co., Montreal, are the Canadian agents.

JUST CRULLERS AND TEA.

I have set me at banquets with nabobs,
When the land, from the east to the west,
Has been scoured for good things and rare things,
To be stored 'neath the millionaire's vest.

But no rich man's feast that I've shared in
Has seemed half so perfect to me,
As a tete-a-tete lunch of rich crullers,
With Polly a-pouring my tea

I have sipped of the wines of all countries,
France, Italy, Hungary, Spain!
I've tasted all drinkables---mostly,
Made up from nuts, berries or grain.

Yet, among all the oceans of wet things,
One nectar alone suited me,
It was poured by my own sweetheart, Polly,
And named in one syllable---tea

Go feast, if you will, at your banquets,
With white and red wine flowing free!
I envy you not while I've crullers
And---Polly a-pouring my tea!

---What to Eat.

CONCERNING RETAILERS.

J. M. Gill has opened a grocery store in Orillia. Mr. Gill is an old resident of Orillia and will no doubt make a success of his venture.

F. L. Fowk, general merchant, Oshawa, who has been ill some ten weeks with typhoid fever, is convalescing, and will, it is expected, be soon at business again.

J. G. Rigley, druggist, Oshawa, has sold out and removed to Toronto.

James Abbie, formerly of Sutton West, has removed to Beaverton, where he has gone into business.

The "Rising Sun" stove polish factory at Canton, Mass., takes the entire product of a large box factory located near the works. Eight hundred cords of lumber were made into "Rising Sun" stove polish boxes last year.

NEW YEAR'S TRADE

...SPECIAL OFFERS OF...

Finest Malaga Raisins, Figs, Shelled Almonds, Shelled Walnuts.

ABOVE GOODS ARE OF BEST QUALITY, AND OUR PRICES ARE LOW.

We will give Special Quotations for our

Celebrated P. Richard's Brandy GOLD LABEL. SILVER LABEL. WHITE LABEL.

The quality of this Brandy is unequalled for price.

WRITE FOR PRICES AND SAMPLES.

LAPORTE, MARTIN & CIE. ...Wholesale... Grocers **Montreal**

CONTINUED POPULARITY

Always of the highest quality, Carr & Co.'s Fancy Biscuits have retained their popularity since first manufactured, half a century ago. The grocer who means to do a good business must keep the goods that appeal to the public taste.

Do you keep Carr & Co.'s Biscuits in stock? You are losing business by not doing so. Send in a trial order for "Cafe Noir," your customers are sure to like them.

Sole agents for Canada

Robert Greig & Co.

MONTREAL

"There are Others" . . .

Good, bad, and indifferent. If you want the BEST insist upon getting **"LORNE"** Brand Canned Fruits and Vegetables. Packed from the choicest sound stock, retaining the natural delicious flavor of the fresh article.

Agents . . . ***WARREN BROS. & CO., Toronto.***

RED BANANAS DISAPPEARING.

THE red banana is very seldom seen nowadays, greatly to the regret of those dealers and consumers who believe it much superior to the ordinary yellow variety. It is entirely uncertain when there will be any more of the red bananas. Their importation began to fall off several years ago. They come almost entirely from Baracoa and other Cuban ports, but since the disturbance in Cuba their importation has ceased entirely. The diminution in receipts was originally brought about partly by the immense importation of yellow bananas from the various sources of supply in the West Indies, Central America and other places, but it was caused in part by a lack of demand for them, the yellow variety being preferred.

Red bananas, when ripe, have a richer appearance than yellow ones, and there is a slight difference in the flavor of the two kinds, the red ones being somewhat sweeter than the others. The demand was regulated by the taste of the consumers. There was never any severe competition between the two kinds of fruit, and no marked difference in the prices for which they were sold. Importers regard one kind as good as the other, and there are many consumers who think that the yellow ones are the better. Some consumers also believe the red variety the better.

Red bananas will doubtless be in the market again after the Cuban troubles have been settled, but when that will occur no one can tell. The quantity of bananas annually imported from all sources into all ports of entry in this country in the last two or three years have averaged between 14,000,000 and 15,000,000 bunches. How many of these were of the red variety is unknown, but their proportion was comparatively insignificant.—Grocery World.

PAID FOR HIS LESSON.

"Sir," said the new customer, as he looked over the change the storekeeper had just given him, "if you have no better knowledge of arithmetic than this I am afraid you won't do a very profitable business and may have to shut up shop."

"Shut up your own self, and don't stand there to sass me! I can take care of my business."

"But, my dear sir, pardon the familiarity, but your method of doing business"—

"That is all right. I know your little game. There's a quarter short, or something. You don't bamboozle me out of one cent."

"All right! I was only going to say"—

"You've said too much already. Now, you get out of here before I get mad. I gave you change for $2 as straight as a string. Isn't that right—hey?"

"No, sir, I gave you"——

"Get right out," shouted the storekeeper, and as he reached under the counter with a threatening air, the customer stood not on the order of going, but went at once.

Fifteen minutes later The Detroit Free Press contributor saw an excited man dancing around that store uttering war whoops of distress. It was the storekeeper, and he was having a soliloquy with himself.

"Holy smoke! There isn't a two-dollar bill in the drawer. He gave me one dollar and I took it for a two! And I wouldn't let him give me back the change. Say, it's dead easy to be a fool, and not know it! Yah! yah!"

AUSTRALIAN ORANGES IN ENGLAND.

Growers of oranges in New South Wales are highly pleased with the success of their first considerable experimental shipment of oranges, which reached London early in October. The average cost was 4s. 8d. per "gin" case, while the cases in which the fruit was shipped, containing 5 per cent. more, averaged 13s. 8d. in London, and the net profit is estimated at 3s. a case. But the shippers expect to do even better next season, as they will begin to export their fruit earlier, and will adopt the most successful of the various methods of packing tried, the best of which resulted in sales up to 23s. a case. It is intended to ship 40,000 cases next season, beginning in July, and ending in September.—Grocers' Journal.

Your Customers Want..

It has no equal.

CONDENSED MILK

and the BEST QUALITY obtainable.

The Brands of the

NEW YORK CONDENSED MILK CO.

ARE UNSURPASSED.

Send for particulars to...

F. W. HUDSON & CO.

SELLING AGENTS,

TORONTO.

ALSO.... MANUFACTURERS

—OF THE—

Gold Seal Brand Condensed Milk

—AND—

Borden's Peerless Brand Evaporated Cream.

It's Good Advertising

To sell the best goods. Your customers learn to rely on your judgment. They, in turn, influence others by telling of the good goods that you sell. It costs a little, of course, to sell the best goods. The good advertising it brings much more than repays you. You can increase your sales in Canned Tomatoes if you sell the "Kent" brand. The good quality of the "Kent" will help your customers' belief in all other canned goods.

Agents . . .
Wright & Copp, Toronto.
Rose & Laflamme, Montreal.

THE KENT CANNING CO.
CHATHAM, ONT.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.
Send for Catalogue and Price List.
C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL

For Reliable Trade-Capturing Qualities

There's no WHITE WINE.. VINEGAR

On the market to surpass ours.

WRITE FOR PRICES

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

RIO COFFEE

EXTRA CHOICE SELECTION.

Now in store Ex. SS. Catania.

WARREN BROS. & CO.
85 and 87 Front St. East, Toronto.

KINCORA
CEYLON TEA

Is fast becoming one of the most popular package teas on the market.

JOHN SLOAN & CO.
Wholesale Agents
TORONTO

Holds the Record

"Excelsior Coffee"

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY
Ivory Bar Soap
THE BEST MADE

FIRST OF THE SEASON..

"Shelled" Grenoble Walnuts

NOW IN STORE.

PERKINS, INCE & CO.
TORONTO.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of infurmation will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

WARREN BROS. & CO. are in receipt of a shipment of "Moss Rose" canned salmon, the sale of which they control on this market.

A fine Assam—broken or Pekoe—is arriving this week for the Davidson & Hay, Ltd.

J. F. Ramsay & Co. have arriving this week direct shipments of Indian and Ceylon teas.

Several shipments of Ceylon and Indian teas arrived for the Eby, Blain Co., Ltd., this week.

Clemes Bros. have in stock a shipment of shelled walnuts. These goods are scarce on the street.

Warren Bros. & Co. have received into stock a shipment of fancy, open kettle, New Orleans molasses.

James Turner & Co. are advertising Japan dust teas in this issue. These teas have been scarce for some time.

The attention of the trade is specially directed to the advertisement of J. F. Ramsay & Co. on page 21 this issue.

A shipment of new olives in all sizes has just been received by Robert Greig & Co. from Dandicolle & Gaudin, Bordeaux.

T. A. Lytle & Co. report a good holiday trade in mince meat, jams, jellies and catsup, with a steady demand for vinegars.

The new jelly "Tryphosa," for which Robert Greig & Co. are agents, is now in stock by most of the leading wholesale houses in Toronto.

W. H. Gillard & Co. state that during the year 1897 they will devote particular attention to their baking powder trade, a special feature of which is, putting each customer's powder up under a brand exclusively his own.

The Canadian Cocoanut Co. (C.C.Co'y) are putting up their goods in a very handsome package for purposes of shelf display. They are just the thing for this purpose.

The F. F. Dalley Co. report that their sale for the Yucan oil blacking for the year closing has been phenomenally large, and they expect, during the coming year, to treble their sales.

ADVANTAGES OF FRIENDLINESS.

It was said of old that two of a trade never agree; to-day the warmest friendships are formed in every department of human effort among those in the same business; each visits the other's counting-house, factory, warehouse, and are shown the different methods, all the improvements, new inventions, and freely adapt them to their own business. Affairs are now too great to breed petty jealousies, and there is now allied with the desire for gain the desire for progress, invention, improved methods, scientific development and pride of success in these important matters; so that the dividend which the business man seeks and receives to-day is not only dollars. He receives with the dollar something better, a dividend in the shape of satisfaction in being instrumental in carrying forward to higher stages of development the business which he makes his lifework.—Andrew Carnegie.

REDUCTION IN MATCHES.

A reduction of from 20 to 30c. per case in the price of certain kinds of matches made by the E. B. Eddy Co., of Hull has been made. The cause of the reduction is understood to be the competition of matches of United States make. The new prices are: Telegraph, 1-case lots, $3.30; ditto, 5-case lots, $3.10; Telephone, 1-case lots, $3.10; ditto, 5-case lots, $2.90; Parlor, 1-case lots, $1.45; ditto, 5-case lots, $1.40.

SCARCITY OF SALT CODFISH.

THE low prices on salt codfish that have prevailed in the primary and distributing markets during the past season were discouraging from the point of view of the fishermen, and the latter have heretofore made little effort to bring into the market new supplies of fish. The result of this has been, it is stated, to leave the market with smaller stocks than have been known for a number of years at this season, and to cause a strong feeling among holders in spite of the absence of important consuming demand. According to reliable authorities, the stock of medium Bank salt codfish in Gloucester, available for immediate delivery, does not exceed a third of the quantity usually held at this date, one of the largest dealers in Gloucester having, we are informed, not more than 350 quintals, and this stock is held at very full prices. In fact, the views of the holders are considerably above those of buyers as a rule, we understand.

The scarcity of Bank fish has induced owners of vessels engaged in Georges Bank fishing to make extra efforts to increase the supply. A Gloucester correspondent informs us that the largest fleet of vessels ever sent out at this time of the year has assembled on the Georges Banks, the owners being stimulated by the prospect of getting high prices for their fish in consequence of their scarcity and the extreme figures quoted on spot stocks. Vessels that usually lay up for the winter at this time, according to our correspondent, have gone out, and will remain on the fishing grounds all winter if necessary. Generally at this season of the year there is a considerable quantity of cod offered by the fresh fishermen to be split for salting, but this year we are informed such offerings have been extremely limited. The scarcity of cheap fish that is substituted for cod has given a firmer tone to the market for the latter than it might have otherwise possessed.—N.Y. Journal of Commerce.

MAY this New Year be a Happy and Prosperous one, is our wish to all.

L. CHAPUT, FILS & CIE. - Montreal

SEE US IN NEXT WEEK'S NUMBER

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

W. H. GILLARD & CO. report that they are offering special values to the trade in natural figs in 56-lb. bags.

Choicest cleaned currants in 1-lb. and 3-lb. packages are selling well with the Davidson & Hay, Ltd.

The Eby, Blain Co. report an increasing popularity of the English "Club" pickle, which they claim is a most delicious relish.

Keopff's family gelatine—red and white—in ounce packets, is proving a steady favorite. Robert Greig & Co. are Canadian agents.

The Eby, Blain Co., Ltd., have exceptional values in Ceylon and Japan tea, which they are offering at special prices to buyers.

Robert Greig & Co.'s sales for "Crown" brand flavoring extracts have multiplied many times this year over any previous season.

The Eby, Blain Co., Ltd., report that their Canister coffee mill is meeting with universal favor. It retains the strength and aroma of the coffee.

The Davidson & Hay, Ltd., offer special value in a New Orleans molasses in bbls. and half-bbls. Buyers should see this sample before placing their order.

"We are having a good demand for our extra sifted select peas—which are without doubt superior in flavor to any imported French peas," say the Davidson & Hay, Ltd.

W. H. Gillard & Co. report that their standard black teas are finding favor with the trade generally, and that during the year just closing their sales in this particular department have been about doubled.

WEST INDIES SUGAR YIELD.

A freight report just received from G. Lamb & Co., St. Thomas, W.I., bearing date of December 15, says:

"As the dull season will be over when we pass the Christmas holidays we expect to have animation in general trade and in freighting of vessels from January. Everything indicates that the sugar crop will commence early, and in the adjacent islands will be large, as the canes are very forward and the seasonable rains have done and are doing much good to the growing cultivation, which, of course, will stimulate business, but we fear that the prices for sugar in the consuming 'centres' will be very low for all sugar products in 1897, as the American Sugar Trust manipulate the value, we may assert, very capriciously, and never openly indicate that they want stock or are short.

"The demand for vessels will start in January, and we look for a good to an active enquiry for small wooden vessels of good classification, from 150 to 400 tons, for moving sugar and molasses to United States. Rates of freight will open at $2 to $2.25 for molasses per 110 gallons G.G. and at about 12 to 13c. for sugar in bags and about 17c. for sugar in hogsheads per 100 pounds delivered, and will probably work up in sympathy with the competition for suitable vessels whenever the market at home shows strength or firmness in cane produce from the West Indies.

"We have no recent charter transactions to report by this mail, but can mention that the harbor is almost bare of seeking tonnage at present. The American barkentine Hancock sailed on the 11th inst., with the cargo ex German barque Marie Spatz, for South Amboy, N.J."

ASBESTOS DINING-TABLE COVER.

Table mats, on which to place hot dishes, are no longer used, as the heavy felt undercloth is intended to be sufficient protection for the table; but many housewives have found the top of their handsomely-polished tables defaced by the marks made by hot dishes, says an exchange. If a sheet of asbestos paper is put under the felt cloth the table will not be injured in the least from this cause. At teas or luncheons, when the polished table is used with doylies instead of cloth, asbestos mats may be covered with prettily embroidered doylies for the hot dishes. One of these mats covered with a doylie, which should be larger than the mat, is much prettier to use than any teapot stand that can be purchased.

MORE TEA ADVERTISING.

The Japs are wise in their generation and know the value of newspaper advertising. The Japan Mail announces that the Japanese Tea Guild has decided to spend 2,000 yen on advertisements in American newspapers, so as to counteract the growing influence of Ceylon tea, which, owing to the skilful way in which it is pushed, is becoming more and more popular in this country. —Cleveland World.

PERSONAL MENTION.

Mr. W. A. Hungerford, the Eby, Blain Co.'s representative in the east, was waited upon by a deputation a few days ago with a request to be placed in nomination for mayoralty of Belleville. Mr. Hungerford declined the proposition on account of the demands of business.

J. F. Ramsay & Co. report an increasing demand for their "Club House" tea.

IN THE YEAR 1816.

Advertising at this period, and for fully fifty years after, was practised on a very different basis from that of the present time. Merchants, packet agents, etc., then advertised by the year for $40, and they could have as many advertisements as they thought proper. They did not occupy the space that is required by many at this time, as they did not resort to ad captandum and displayed headings and matter.—Haswell's Reminiscences of N.Y.

TOMATOES ADVANCING.

Canned tomatoes continue to advance, and it was reported this afternoon that there was nothing left in the country that could be bought below 70c. Spot Jersey also advanced 2½ to 5c. per dozen. Numerous sales were made to-day for consumption, but there seemed to be no large speculative demand.—N.Y. Journal of Commerce.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR
OFFICE FOR
Patents Trade Marks Etc. MONTREAL

ASK FOR
MOTT'S

GROCERS!

Has it ever occurred to you that we are the largest manufacturers of Shoe Dressings, Inks and Shoe Blackings in Canada? Write for Price Lists.
BERLIN, ONT.

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

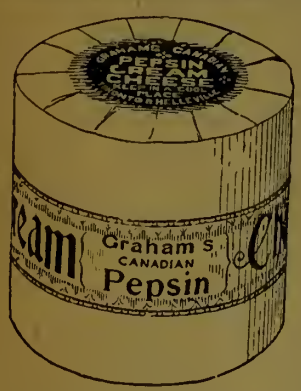
Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

Experience is a Good Teacher.



Our cheese has not been on the market for years, nevertheless we are working on the experience of one of the best and most successful cheese makers in Canada for the past 28 years. The success of our cheese is due to its fine flavor and other admirable qualities. We use the best and purest pepsin that can be had in America. When other manfacturers talk of deception they consider the judgment of the public of very little importance. You may not have as large profit per dozen on our cheese, but by the large sale the percentage of profits are larger, therefore better handle **GRAHAM'S PEPSIN CREAM CHEESE.**

Look out for our **JELLIES** and **JAMS.** I have secured the process man of the Donald Manufacturing Co., whose reputation was unsurpassed for Jellies and Jams. I will have these goods on the market after Xmas.

Our **EVAPORATED APPLES,** delivered anywhere in Ontario for 4 cents per pound in any quantity, two cases or over.

PURE CIDER VINEGAR, 5 years old, **10c. per gallon,** F.O.B. Packages $1.00 each.

R. J. GRAHAM,

Also at BELLEVILLE, ONT. **519 KING ST. W., TORONTO.**

For the Whitest, Lightest and Sweetest Cakes

USE

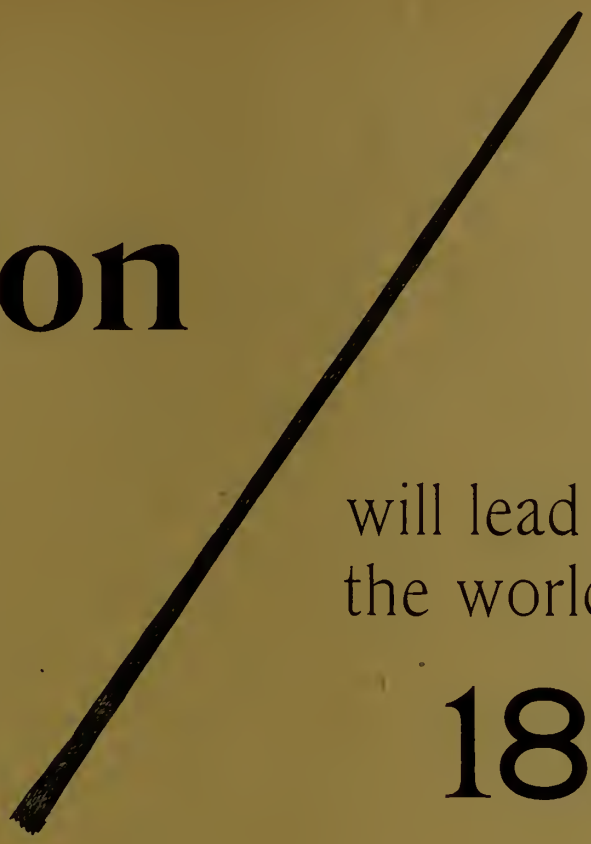
Ocean Wave Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

Ceylon



will lead
the world in

1897

for best, healthiest;
most economical Teas---
for most profitable Teas for you to handle

Buy Ceylon Teas in 1897

CHART OF GOOD AND BAD TIMES.

THE accompanying cut is an illustration of Samuel Benner's chart of good and bad times since 1834.

Benner is an Ohio student of trade conditions. He predicted the panic which is just over five years before it began. He declares that good and bad times are independent of everything except the law of supply and demand. The chart, beginning

in 1834 and running down to the close of the century, shows how good times and bad times have followed each other in regular order so far in this century and how we may reasonably expect good times from now to the close of the century.

We are, therefore, preparing for good times. We advise retail merchants to do the same. The first step is to make the necessary provision for taking better care of all transactions between clerks and customers in your store, etc., large and small.

ADULTERATED PEPPER.

THE recent case of a Halifax grocer being fined for selling adulterated pepper is one that perhaps calls for some comment. We quite agree that there should be a law against the sophistication of food products, in order to protect the consumer, but it seems rather unreasonable that the retailer should have to stand the brunt and publicity of a prosecution under the Act; while the manufacturer, who is really the guilty person, should escape. In the case in question we are assured, and we accept the statement of the retailer, that he bought the pepper in the usual way of trade as a pure commercial article, and in accepting the manufacturer's word for it, he felt he was doing all that could be reasonably expected of him. It would be utterly out of the question for a grocer to maintain a system of analysis or tests as to the purity of the goods he is daily buying, even if he were willing to do so. The expense of doing so would be such as to make it easier to give up the sale of this or similar articles. If the law regarding the adulteration of goods is to be carried out in a just manner, it should provide for fining the man who makes and sells to the distributing trade an article below the legal standard of quality. This is the practical way of preventing fraud of that kind. As to what constitutes adulteration, there is considerable room for debate. Coffee, for instance, is rarely, if ever, sold in its pure state, because there is no demand for it in that condition, as the tastes of most consumers of this beverage require a greater or less proportion of chicory to be added, and this fact is familiar to most buyers who have given even but slight attention to the subject. We have to express our regret that the retailer should be made to suffer for the sins of others, and can only suggest some more practical way of enforcing the law.—Maritime Merchant.

A DESERVED REBUKE.

A WEALTHY merchant of a mining town in Nevada comes to this city once a year to do a little trading and see the men from whom he buys. A few months ago he was partially paralyzed, and on his last trip had to use an invalid's chair. He wheeled into one of the largest cigar houses in town, and, with a stock of memorandums in his hand, asked for, we'll call him Mr. Blank, the senior partner. As the account was a comparatively new one, the firm thought their visitor was a beggar, and in frigid manner Mr. Blank informed him that Mr. Blank was out of town.

"When will he be back?"

"Oh, I don't know."

"Can I see his partner:"

"He's out of town, too."

"Any member of the firm in?"

"No'p."

"When can I see some one?"

"Don't know, I'm sure," was the answer, as Mr. Blank coolly walked away, leaving his insulted customer paralyzed with astonishment and wrath. He wheeled out, but in an hour or so came back.

"Is any member of the firm in now?" he asked.

"Didn't I tell you they were out of town?"

"Well, then, have somebody sent to me that I can talk business to. Here's a cheque for $645.70 that will settle my account. You can tell your salesman that Mr.—— of —— says that, while he likes him very much, he needn't call any more, and you may add that I placed an order for $500 worth of cigars a few minutes ago with the firm across the street, where the proprietor attends to business and the clerks are polite to customers. Good-day."

The moral is obvious.—San Francisco Grocer.

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,
Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto, Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

Established 1780.
WALTER BAKER & CO., LIMITED,
Dorchester, Mass., U. S. A.
The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS AND CHOCOLATES
on this Continent. No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.
Consumers should ask for and be sure that they get the genuine
Walter Baker & Co.'s
goods, made at
Dorchester, Mass., U. S. A.

CANADIAN HOUSE,
6 Hospital Street, - - Montreal.

COCOANUT?

Yes,

It's all right!

SCHEPP'S

Improved Shredded and Edelweiss Brand Thin Strip have no equal.

They are the Standard goods with first-class trade. . . . . .

Factory, 6 and 8 Bay St. **TORONTO**

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . . CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

The "Vacuum" System

of making salt is as far ahead of the old-time methods as the modern roller system of making flour is ahead of the old stone process. When your customers once get using the **"Windsor" Salt** made by the "Vacuum" system, they will want no other. Suppose you write to us for prices on a car lot.

Toronto Salt Works

128 Adelaide Street East

TORONTO, ONT.

Toronto agents for the Windsor Salt Co.

FIVE MONTHS' TRADE.

Canada's foreign trade for the five months of the fiscal year ending November 30 amounted to $119,610,000, an increase over 1895 of $7,350,000. The exports amounted to $68,942,000 and for 1895 to 63,381,000, or an increase of $5,561,000. The value of imports entered for home consumption was $50,668,000 compared with $48,883,000 in 1895, or an increase of $1,785,000. The duty collected was $8,210,000 against $8,508,000 in 1895, a decrease of about $300,000. The figures for November month show an increase in exports, but a decrease of imports and duty collected. The imports for November, 1895, were $9,070,000, with a duty of $1,598,000, against $8,692,000 with duty of $1,421,000 in 1896. There is a decline of dutiable goods imported and an increase of free goods. Nevertheless, the November imports are nearly a million and a half greater in value than those of November, 1894. The dutiable goods in November amounted to $4,609,000 and the free to $3,854,000,000.

A BET AND A TRADE.

"Reckon I couldn't drive a trade with you to-day, squire?" said a genuine specimen of the Yankee peddler, as he stood at the Merchant's in St. Louis.

"I reckon you calculate about right, for you can't noways."

"Wall, I guess you needn't yet huffy 'beout it. Now, here's a dozen ginooing razor strops—wuth two dollars and a half; you may hev 'em for two dollars."

"I tell you I don't wan't any of your traps, so you may as well be going along."

"Wall, now, look here, squire, I'll bet you five dollars that if you make me an offer for them 'ere strops, we'll hev a trade yet."

"Done," said the merchant, and he staked the money.

"Now," said he, chaffingly, "I'll give you a sixpence for the strops."

"They're your'n!" said the Yankee, as he quickly pocketed the stakes; "but," continued he, after a little reflection, and with a burst of frankness, "I calculate a joke's a joke; and, if you don't want them strops, I'll trade back."

The merchant looked brighter.

"Here are your strops—give me the money."

"There it is," said the Yankee, as he took the strops and handed back the sixpence. "A trade is a trade, and a bet is a bet. Next time you trade with that 'ere sixpence, don't you buy razor strops."—Exchange.

GENERAL MERCHANTS

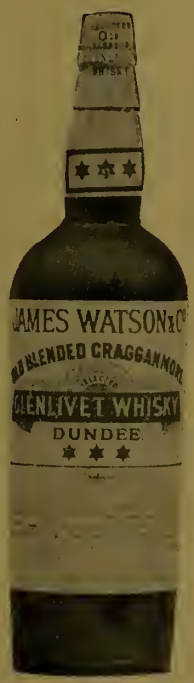
and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto



Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

SOAP AND WATER

May be good for cleaning and scrubbing, but it's a well-known fact that there's something better. The grease and dirt and stains of ages quickly vanish before

SILVER DUST WASHING POWDER

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of Belanger & Neven, general merchants, Lachine, has been called for the 4th inst.

J. C. Oppenheiser, evaporator, Walkerton, has assigned to Robt. Millons,

T. Bernard & Co., general merchants, Boucherville, Que., have assigned to Lamarche & Benoit.

Daniel A. McDonald, grocer, Montreal, has filed consent of assignment, and a meeting of creditors will be held on the 4th inst.

SALES MADE AND PENDING

The stock of A. Bienvenu, grocer, Montreal, has been sold.

The stock of Pierre Parent, grocer, Quebec, has been sold at 55c. on the dollar.

The stock of A. C. Dionne, grocer, Montreal, has been sold at 51c. on the dollar.

Thos. Wilkinson, general merchant, Alberton, P.E.I.; stock, etc., advertised for sale.

Herbert & Co., general merchants, St. Charles, have had their stock sold at 60c. on the dollar.

The property, stock and plant of J. Wallace & Co., bakers and confectioners, Belleville, are to be sold.

The stock of J. B. Cellard, general merchant, St. Jean L'Evangeliste, Que., has been sold at 31c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Gilker & Wells, general merchants, Revelstoke, have dissolved.

Bentley & Layton, commission produce; A. C. Layton is admitted partner.

Haig & McMaster, produce dealers, Ottawa, have dissolved; Mark Haig continues.

CHANGES.

Alice M. Storey has opened a grocery store in Warren.

Henderson Minner has opened a general store in Dunham, Que.

The Sinclair Canning Co., New Westminster, have been incorporated.

F. X. Labranche, general merchant, Thetford Mines, is commencing business.

Murton & Co., groceries, flour and feed, Fergus, have been succeeded by J. M. Wilson.

Otto Wile, general store, Bridgewater, N.S., is closing up branch store at New Germany.

Helvise Casgrain has been registered proprietress of the grocery business of A. C. Dionne, Montreal.

F. Donaghy, grocer, Fordwich, Ont., has removed to Moorefield, where, with a Mr. Bell, he has opened a general store under the style of Bell & Donaghy.

Hugh Ross is opening a general store in East Earltown.

Justinien Bussiere is opening a grocery store in Montreal.

W. A. Robertson is opening a general store at North Sydney, N.S.

Peter Duffie, general merchant, Hibernia, N.S., has sold out to Thos. Palmer.

A general store is being opened in Gainsboro, N.W.T., by Burke & Lockerby.

W. S. Calvert, general merchant, Napier, has sold out to T. and G. Field, who take possession January 4.

G. B. McDermot & Co., general merchants, Golden, B.C., have sold Windermere business to C. C. McKay.

DEATHS.

Joseph Hilliard, grocer, Victoria, is dead.

James Atkinson, general merchant, Inwood, Ont., is dead.

CLARK'S
Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

THE PROFIT IN COURTESY.

"It is worth the while of any young man," says a writer in a Minneapolis paper, "to cultivate himself for a gentleman. A good many young men try it and make a failure of it. This is because they begin on the outside and never get more than skin deep. Some go no further than the clothes. I know of nothing except a roach in a short-cake that looks more repulsive than a rowdy in good clothes. The cultivation of the gentleman begins from within. A man will dig a sewer better, he will hoe potatoes better, he will sell goods better for being a gentleman. And, thank the Lord, any poor or busy man has both the means and the time to do the cultivating. Another thing to be thankful for is the fact that the gentleman can make both worldly and heavenly gain of this quality. I never heard of a gentleman clerk being fired from any good position, nor of a gentlemanly merchant losing any trade by his courtesy. On the other hand, you know yourself that you have gone the second time to trade at a store because a clerk took interest in you; because he behaved courteously toward you, and acted as though he wanted you to get the good end of the bargain. That is gentlemanliness behind the counter. But it isn't gentlemanliness if it is tacked on with big brass-headed tacks. Gentlemanliness is like modesty. It comes out on the sides, as it were, and is never thrust out into your face. Neither can it be thrust into a man by any short cut or patent process."

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

QUEER WAGON SIGNS.

In many of the eastern cities, says Printer's Ink, the tradesmen's wagons have peculiar painted advertisements thereon, in addition to the name and address of the tradesman. Even some of the push-carts of peddling tradesmen have these odd signs, which are usually both attractive and effective. They generally take the form of happy and appropriate sentences, something directly pertaining to the business represented. For instance, an itinerant butcher has this couplet:

With beef, mutton, pork and lamb,
Every morning here I am.

And a greengrocer has this painted on his wagon:

Wait for me and I'll treat you well,
The very best green goods I sell.

A piece of good moral advice to spinners of fish yarns is given on the wagon of a traveling fish dealer as follows:

"Save your cash and your conscience by buying from me– don't go fishing!"

A milk vendor has this pleasant little couplet on his wagon:

Carry the news to Mary—my milk is fresh and sweet,
From Sloping Meadow Dairy, to drink it is a treat!

And an itinerant fruit-seller has his push-cart inscribed:

"'By their fruits ye shall know them' mine are the best!"

SULTANA RAISIN SHIPMENTS.

The arrivals of Sultana raisins in Liverpool from the beginning of the season to December 10 amounted to 469,476 packages, compared with 532,196 packages for the same time last year, a decrease of 62,720 packages. Late mail advices from Liverpool report a firmer feeling there, partly a reflection of an improvement in the Smyrna market and partly as a result of the relatively small amount in bond in London.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
1-4 lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
1-4 lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

Smoked Hams
Smoked Rolls
Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers

TORONTO

Salt

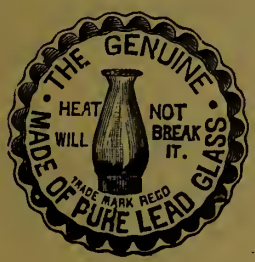
When you want it for any purpose, please write us.

VERRET, STEWART & CO.
Montreal

THE "GENUINE"

is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass.

HEAT WILL NOT BREAK IT.

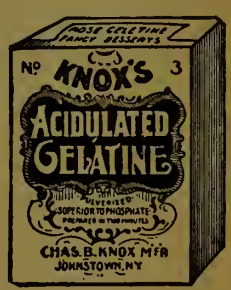


EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

COWANS, KENT & CO., - TORONTO

KNOX'S . . .
. . . GELATINES



make the finest Jellies.

They are clear and sparkling and are the Standard for Purity.

REMEMBER OUR BICYCLE OFFER.

A. E. Richards & Co., Hamilton, Ont.
SELLING AGENTS

C. B. Knox, Johnstown, N.Y.
MANUFACTURER

First and Foremost

EAST INDIA PICKLES

None Finer ever offered to the Trade...

A High-Grade Pickle at Moderate Cost

A. E. Richards & Co. Selling Agents **Hamilton.**

We have long ago passed the introductory stage with

Southwell's .. Orange Marmalade

None finer ever offered to the Trade.

Frank Magor & Co., Agents, Montreal.

CURRENT MARKET QUOTATIONS

Toronto, Dec. 31, 1896.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 lb. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4 oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90
Ocean Wave—	
No. 10 (5 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz'), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5 lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases $0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

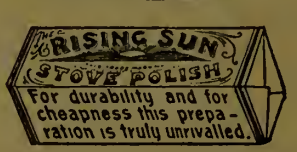
THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per do.
New York Dressing, 1 doz. cases.....	0 7
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases..	1 75
Spanish Glycerine Oil Dressing.....	2 0

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 1 5
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polis 70c doz.....	Per r. 7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes, half-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	4 50
Sun Paste, 10c. size, ¼ gross boxes...	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5 00

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed.....	0 07
Warblers Bird Seed.....	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed.....	0 04½
London Bird Seed, bulk 25 lb. cases..	0 05
Bird Gravel, 10c. pkts., 24 in case.....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

CORN BROOMS

CHAS. BOECKH & SONS.

Carpet Brooms—	per doz. net.
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

Tastes Differ

in regard to the degree of stiffness required in certain articles, but when it comes to a question of what starch gives the best results, popular sentiment goes strongly in favor of . . . . .

EDWARDSBURG STARCH CO.
Cardinal, Ont.

EDWARDSBURG STARCH . . . .

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.
Apples, 3's	$0 70 $0 95
" gallons	1 65 2 25
Blackberries, 2	1 75 2 00
Blueberries, 2	0 75 0 85
Beans, 2	0 65 0 95
Corn, 2's	0 50 0 75
Cherries, red pitted, 2's	2 00 2 25
Peas, 2's	0 60 0 75
" Sifted select	0 80 0 95
" Extra sifted	1 15 1 30
Pears, Bartlett, 2's	1 65 1 75
" " 3's	.... 2 40
Pineapple, 2's	1 75 2 40
" 3's	2 40 2 50
Peaches, 2's	1 65 2 00
" 3's	2 50 3 00
Plums, Green Gages, 2's	1 60 1 80
" Lombard	1 50 1 70
" Damsou Blue	1 15 1 40
Pumpkins, 3's	0 70 0 90
" gallons	2 10 2 25
Raspberries, 2's	1 50 1 80
Strawberries, 2's	1 65 1 95
Succotash, 2's	.... 1 15
Tomatoes, 3's	0 65 0 75
Lobster, talls	2 10 2 30
" flats	2 75 2 85
Mackerel	1 20 1 30
Salmon, Sockeye, talls	1 35 1 45
" " flats	1 40 1 75
" Cohoes	1 15 1 20
Sardines, Albert, ¼'s tins	.... 0 13
" " ½'s tins	0 20 0 21
" Sportsmen, ¼'s genuine French high grade, key opener	.... 0 12½
Sardines, Sportsmen, ½'s	.... 0 21
Sardines, key opener, ½'s	0 16 0 18½
" " " " ¼s	0 10½ 0 11
" " " " ⅛s	0 18½ 0 19
Sardines, other brands 9¾	11 0 16 0 17
" P. & C., ¼'s tins	.... 0 23 0 25
" " ½'s "	... 0 33 0 36
Sardines, Amer., ¼'s "	.... 0 04½ 0 09
" " ½'s "	.... 0 09 0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00 11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb	1 10 1 15
Kippered Herring, 1-lb	1 6 1 90
Herrings in Tomato Sauce	1 70 1 90
Herrings in Shrimp Sauce	2 00 ....
Herrings in Anchovy Sauce	2 00 ....
Herrings a la Sardine	2 40 ....
Preserved Bloaters	1 85 1 90
Real Findon Haddock	1 85 1 90

CANNED MEATS.

(CANADIAN.)

Comp Coru Beef, 1-lb. cans		$1 20	$1 35
" " " 2 "		2 30	2 50
Comp Corn Beef 4-lb. can		....	....
" " " "		7 75	8 25
" " " 14 "		15 00	16 00
Minced Callops 2 "		....	2 60
" " 2 "		2 60	2 65
Lunch Tongue 1 "		3 40	3 50
" " 2 "		....	6 00
English Brawn 2 "		2 75	2 80
Camb Sausage 1 "		....	2 50
" " 2 "		....	4 00
Soups, assorted 1 "		....	1 50
" " 2 "		....	2 25
Soups and Boull. 2 "		....	1 80
" 6 "		....	4 50

Acme Sliced Beef.
No, 1 tins, key, 2 doz., per doz. $2.60.

Beardsley's Boneless Herring. per doz
2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
" 4 lb	5 50	5 80
" 6 lb	8 50	8 80
" 14 lb	17 50	18 00
Roast Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
Luncheon Beef, 1 lb	1 60	1 70
" 2 lb	2 75	2 85
Brawn 1 lb	1 30	1 40
" 2 lb	2 35	2 50
" 6 lb	6 60	6 80
" 14 lb	14 50	15 00
Ox Tongue, 1½ lb	7 00	7 20
" " 2 lb	8 50	8 80
" " 2½ lb	10 75	11 00
Lunch Tongue, 1 lb	3 35	3 50
" " 2 lb	6 50	6 80
Chipped Beef, ½ lb	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb	70	75
Potted Meats, Tougue or Ham ½ lb	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb	70	75
Potted Deviled Ham or Tongue, ½ lb	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb	3 00	3 10
Plover Roast	5 00	....
liced Gold Band Bacon	3 00	...

Codfish.

	per doz.
Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO.

	per box
Tutti Frutti, 36 5o bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.
Frank Magor & Co., Agents.

	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb.
French, ¼'s—6 aud 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz.
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs	In 12 lb bxs
Vanilla— Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla— White " "	0 73	0 83
Unsweetened— Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles— ½ lb. boxes "	0 19	0 20

FRY'S.
(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs	0 29
Pure, unsweetened, ½'s, 6 lb. bxs	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs	0 24
Cocoa—	per doz
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	....
" 1 lbs. " "	....
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, Ont.

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

Nothing Succeeds Like Success

First-class quality and handsome appearance is what makes our "**White Moss Brand**" in such demand.

Our new handsomely lithographed package will greatly add to the appearance of your shelves for the Holidays.

Goods are strictly up-to-date and prices lowest. We manufacture all grades and pack to suit the trade.

For sale by all first-class wholesale grocers throughout the Dominion.

SEE CURRENT PRICES.

Manufactured only by . . .

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

CHILDREN FREE.

By sending your name and address (write plainly) to Adams & Sons' Co., 11 and 13 Jarvis street, Toronto, Ont., you will receive one of their beautiful paper dolls, with movable heads and bodies, for the children free.

WHEN YOU REQUIRE ANYTHING IN

Brushes, Brooms and Woodenware

Drop a card to Chas. Boeckh & Sons, Toronto, asking for Illustrated Catalogue and Price List.

Offices and Warerooms	Factories	Montreal Branch
80 York Street.	**158 to 168 Adelaide St. W.**	**1 & 3 De Bresoles St.**

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracca Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each	0 50
Caraccas Sweet, in boxes, 6 lbs. each	0 38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.
Terms, 3 p.c., 30 days net.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	0 20	0 22
Improved Shredded, "	0 18	0 20
Beaver " "	0 16	0 18
Macaroon " "	0 16	0 18
Desiccated "	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb.
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend	0 34
Our Own "	0 32
Jersey "	0 30
Laguaya "	0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crushed East India	0 20

CONDENSED MILK.

NEW YORK CONDENSED MILK CO

	per doz.
Gail Borden Eagle, 4 doz. 1-lb. cans per case	2 50
Gold Seal Brand 4 doz. 1-lb. can per case	2 00
Borden's Peerless Evaporated Cream Family size, d in case	1 75
Hotel size, quarts, 2 doz. in case	
Half-gallons 1 doz. in case	
Gallons, ½ doz. in case	

Quality thoroughly guaranteed.

The old year and the new

1896 1897

unite in their praises of

MacLAREN'S IMPERIAL CHEESE.

EXTRACTS.

	per doz.
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25
Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top, "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz	6 00
Milk Granules with Cereals, in cases, 4 doz	5 [illegible]

FRUITS.

FOREIGN.

	per lb.	
Currants—Provincials, bbls	0 04½	0 04¼
" ½ bbls	0 04⅛	0 04¼
" Filiatras, bbls	0 04¼	0 04½
" ½ bbls	0 04¼	0 04½
" Patras, bbls	0 05	0 05⅛
" ½ bbls	0 05	0 05⅛
" cases	0 05	0 05½
" Vostizzas, cascs	0 07	0 08½
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 06½	0 06¾
Figs—Eleme, 10 oz	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 16
" taps	0 03¾	0 04½
" natural, boxes	....	0 07
" ditto, bags	....	0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia, off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07¼	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½	0 08½
" Malaga	per box.	
" London Layers	1 60	1 80
" Black Baskets	2 20	2 65
" Blue Baskets	2 25	3 50
" Choice Clusters	2 25	2 75
" Dehesa Clusters	3 50	4 00
" Non Plus Ultra	....	6 00
" Imperial Bunches	5 75	6 00
" " Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb	0 02½	0 03
" evaporated	0 03	0 04

FOOD.

	per brl.
Split Peas	$3 50
Pot Barley	3 50
Pearl Barley. XXX, 49-lb. pkt.	2 00

ROBINSON'S BARLEY AND OATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot	1 20
Crystalized Fruit, flavored	1 65
Acidulated	1 50
(Sold by all wholesale grocers.)	

KEOFFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX'S

1 Quart size, per doz	....	1 15
2 Quart size, "	....	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—		
50 to 60 dy basis	....	2 30
40 dy	....	2 35
30 dy	....	2 40
20 16 and 12 dy	....	2 45
10 dy	....	2 50
8 and 9 dy	....	2 55
6 and 7 dy	....	2 70
5 dy	....	2 90
4 dy A P	....	2 90
3 dy A P	....	3 30
4 dy C P	....	2 70
3 dy C P	....	3 90
HORSE NAILS—Canadian, dis. 50 per cent.		
HORSE SHOES—From Toronto, per keg	....	3 60

SCREWS—Wood—
Flat-head iron, 80, 10 aud 5 p. c. dis.
Round-head iron, 75, 10 and 5 p. c. dis.
Flat-head brass, 77½, 10 and 5 p. c. dis.
Round-head brass, 72½, 10 and 5 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	1 20	1 30
ROPE—Manilla	0 09	0 09½
Sisal	0 06¾	0 07¼
AXES—Per box	6 00	12 00
SHOT—Canadian, dis. 17½ per ceut.		
HINGES—Heavy T and strap	0 04¾	0 05
Screw, hook and strap	0 03¾	0 04
WHITE LEAD—Pure Association guarantee, ground in oil.	per lb.	
25 lb. irons	0 04½	0 04¾
No. 1		0 04¼
No. 2		0 04
No. 3		0 03¾
TURPENTINE—Selected packages, per gal. 2c. extra outside points.	0 40	0 41
LINSEED OIL—Raw, per gal	0 45	0 46
Boiled, "	0 48	0 49
2c. extra outside points.		
GLUE—Common per lb	0 07¾	0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	per doz.
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75
(All the above in 1 lb. clear glass pots.	

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, faucy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8
Banagher	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
d—Fine old Scotch	....	4 40
Special old Scotch	....	5 00

MUSTARD.

COLMAN'S OR KEEN'S.

	per lb
Square Tins—	
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.	
Pony size,	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 00
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03⅜	0 03¾
Patna		0 04¾
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06½	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate.	0 08 0 08½
PURE—16-lb. boxes		0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	0 07½
For puddings, custards, etc.		
ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs	0 05¼
Bbls., 175 lbs	0 04¾
Kegs, 100 lbs	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs	0 06½

SUGAR.

	per lb.	
Granulated	0 04	0 4·10
Paris Lump, bbls. and 100-lb. boxes	0 05⅜	0 05½
" in 50 lb. boxes	0 05½	0 05⅝
Extra Ground, bbls. Icing	0 05⅜	0 05½
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03¾	0 03¾
Bright Yellow	0 03⅜	0 03⅝
Dark Yellow	3 30	3 35
Demerara	3 50	5 00

SOLAZZI CARAMELS

Something new in the Caramel line. The most pleasant Confection manufactured for Coughs, Colds, etc. Try them. Write for sample and price.

Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST - - TORONTO.

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	...	1 00
" 3 gal. pails.....	1 35	1 40
MOLASSES.		
Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot.....	4 20
Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and otbe brands of soap furnished on application.

TEAS.

BLACK.

Congou—	per lb.	per lb.
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25
CEYLON.		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35
CHINA OREENS.		
unpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14
Young Hyson— PINO SUEYS.		
Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Chests— JAPAN.		
Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

LIPTON S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be bad mixed with Green Tea at same prices.

"SALADA" CEYLON.	per lb.
Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—

Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5lb. bx	0 38
I. O. F., 1-10, 5 lb. box	0 28½
Sobmer, 1-10, 5 lb. box	0 32½
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesncl Tobacco, all sizes.....	0 60
Crown Cut Plug Mixture, ½ lb. tin	0 50
" " " 1 lb. tin	0 47

Cigarettes—	per 1,000
Sonadora Havana.....	$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tobacco)	3 50
Plug tobaccos (sweet chewing)—	
Navy, in caddies.....	0 35
Navy, plug mark..... 0 33	35
Honey, boxes and caddies	43
Spun roll chewing, boxes	55
Plug smoking (with or without tags)—	per lb
Black Crown, caddies	0 35
Crown Rouge smoking....	0 38
Leaf tobacco, in bales.... 0 08	0 20
Cigars—	
La Sonadora Reina Victoria Flor Fina, 1-20....	$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Creme de la Creme Reina Victoria Extra, 1-20....	55 00
Creme de la Creme Reina Victoria Special, 1-20....	50 00
Honeymoon, Regalia Comme il Fait, 1-40	55 00
El Caza Culebras, 1-40....	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10.....	25 00
Ditto, low grades 13 50	20 00

CIOARS—S. DAVIS & SONS, MONTREAL.

Sizes.	Per M
Madre E' Hijo, Lord Lansdowne....$60 00	
" " Panetelas	60 00
Madre E' Hijo, Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins.....	55 00
El Padre, Reina Victoria	55 00
" Reina Victoria Especial..	50 00
" Conchas de Regalia.....	50 00
" Bouquet	55 00
" Plns	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine.....	35 00
Cable, Conchas	30 00
" Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre.....	1 00
Mauricio	15 00

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Pails, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots.	Single Case
Telegraph	$3 30	$3 50
Telephone	3 10	3 30
Parlor	1 70	1 75
Red Parlor.....	1 70	1 75
Safety	4 00	4 20
Flaoiers	2 25	2 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross.....$	2 00
" 10 "	1 10
" 2 Tiger, "	5
" 4 " "	2

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Offer your customers the best value in

FLUID BEEF

16 oz. Bottle for $1.00

Recommend it for Culinary purposes for making

SOUPS and GRAVIES

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? One Pointer from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer $3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO . . . . MONTREAL

IN DUTY BOUND

Any man or woman who has any responsibility in life or anyone dependent on him or her, for whom provision cannot otherwise be made, is in duty bound to see that such dependent is not left destitute by his or her death.

By a policy of insurance in the CONFEDERATION LIFE ASSOCIATION on the Unconditional Accumulative Plan, complete and unquestionable protection is immediately secured.

The policy has but one condition, viz., that the premium shall be paid.

It is absolutely free from restrictions as to residence, travel or occupation, the insured being at perfect liberty to travel or reside in any part of the world.

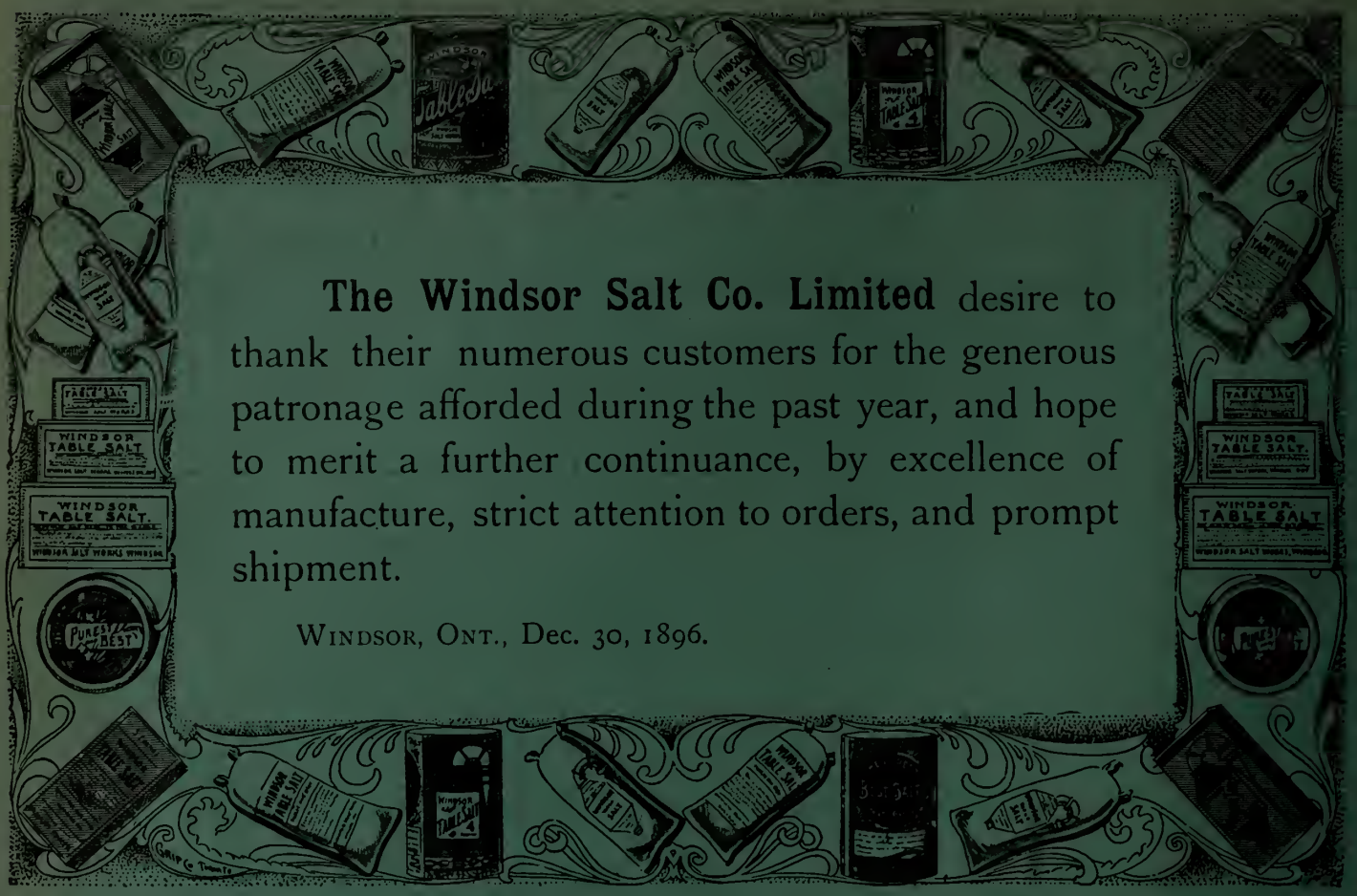
Rates and other information desired will be sent on application to the Head Office, Toronto, or to any of the Association's agents.

Confederation Life Association . . .

Head Office: TORONTO.

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS



The Windsor Salt Co. Limited desire to thank their numerous customers for the generous patronage afforded during the past year, and hope to merit a further continuance, by excellence of manufacture, strict attention to orders, and prompt shipment.

WINDSOR, ONT., Dec. 30, 1896.

LEA AND PERRINS'

Observe that the SIGNATURE

Lea & Perrins

Is now printed in blue ink diagonally across the

OUTSIDE WRAPPER

Of every Bottle of the

ORIGINAL . . . WORCESTERSHIRE **SAUCE.**

Sold Wholesale by the Proprietors, Worcester; Crosse & Blackwell, Limited, London; and Export Oilmen generally.

RETAIL EVERYWHERE.

AGENTS—J. M. Douglas & Co., and Urquhart & Co. Montreal

CHARLES F. CLARK. President. EDW. F. RANDOLPH Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY, PROPRIETORS.

Executive Offices,

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES **36 Front St. East and 27 Wellington St. East.**

THOS. O. IRVING, Superintendent.

COX'S GELATINE

Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

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E. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

ST. JOHN, N.B. ETC., ETC.

Wholesale trade only.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street MONTREAL

EL PADRE NEEDLES EL PADRE NEEDLES

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, JANUARY 8, 1897. No. 2

Manufacturers to Her Majesty the Queen by Special Warrant

To the Court of Holland and the King of Italy

Purveyors to H.R.H. the Prince of Wales

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875

Only Medal Dublin 1865. Grand Gold Medal Moscow 1872 &c &c

Bulls Head Trade Mark

1878 Cross of the Legion of Honour

PEEK FREAN & Co's BISCUITS AND CAKES.

Have obtained great Celebrity for their PURITY & EXCELLENCE

Factory . LONDON. Sample Room : Schepp Building, Hudson and Duane Streets, NEW YORK.

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

VARSITY CIGAR 5c. THE BEST IN THE MARKET

Armour's White Label Soups

are made of the very finest material, and wherever used are thoroughly appreciated. If you have not yet handled this line—start now. It's a seller. Nicely gotten up booklets, describing many different ways of serving the soups, mailed to your customers on receipt of a list.

H. P. ECKARDT & CO.

TORONTO

Batty's

NABOB PICKLES and SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

Kippered Herrings

The recognized leading Brand in all the markets of the world.

Fresh Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

MARSHALL & CO.
Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

Standard Goods THE Best to Handle

DON'T FORGET TO

ORDER

..SOME OF..

FRY'S CHOCOLATE AND COCOA

For Your New Year's Trade.

FOR **PURITY**

Bi-Carbonate of Soda

TRADE MARK

FOR **STRENGTH**

This brand is always reliable. Highest test $98\frac{50}{100}$% pure.

Made only by **The UNITED ALKALI CO., Ltd., Liverpool.**

"New Process" Soda, finest on the market.

The Lever Top Pickle

NO CORK
NO LEAKAGE

Most Useful Jar When Empty.

A FEW OF

LAZENBY LEADERS

TABLE JELLIES.
CHOW CHOW PICKLES.
LUCCA CREAM OLIVE OIL.
SOLIDIFIED SOUP SQUARES.
ASSORTED POTTED MEATS.
FORTT'S OLIVER BISCUITS.
HARVEY'S SAUCE.

ALL ABSOLUTELY PURE

The above lines to be had of Leading Wholesale Grocers throughout the Dominion.

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

CRESCENT BRAND
BM&Co.
TRADE MARK.

BRUNNER, MOND & CO., Ltd,

NORTHWICH, ENGLAND
MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL
SOLE AGENTS FOR THE DOMINION OF CANADA

WE BEG TO THANK

Our numerous customers for their patronage for the year 1896, and hope to continue to have a fair share of their business for the incoming year. We have several new lines, which we expect to interest the trade in, for the coming year, and we would kindly ask the merchants to wait until our travellers call on them, and inspect the same.

The F. F. Dalley Co. Ltd. - Hamilton, Ont.

"THERE ARE OTHERS"

. . . But none so good as . . .

MALLAWALLA

VERY OLD
HIGHLAND WHISKY.

Cockburn & Co.

ESTABLISHED 1796. *Leith & London.*

Try——

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

PAPER BAGS

"WE DO IT ALL."--

From the raw materials to the finished and printed paper bags it is all done under the same roof. Paper Bags at their best are known as

"EDDY'S."

The E. B. EDDY CO, Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

CHILDREN FREE.

By sending your name and address (write plainly) to Adams & Sons' Co., 11 and 13 Jarvis street, Toronto, Ont., you will receive one of their beautiful paper dolls, with movable heads and bodies, for the children free.

BROOMS

Three most reliable lines :

ROSE, PANSY, THISTLE

Do you sell them ? If not, why not ?

MATCHES

Sovereign Brand

GUARANTEED equal to any match made.
Freight allowed on 5 case lots.

H. A. NELSON & SONS - Montreal and Toronto

..DID YOU EVER..

BATGER'S

TRY PEELS

ALWAYS RELIABLE.

All Right

"REINDEER" BRAND

Condensed Milk; Coffee; Cocoa. Evaporated Cream.

SNAPS . . .

FOR KEEN BUYERS.

RIO COFFEE...

Large shipment to hand with the New Year ; good quality. Our Travellers have samples. It will pay you to investigate.

FIGS...

Decided bargains in Choice Family Natural Figs, 28-lb. boxes, and Choice Natural Figs in 56-lb. bags. Our stock is large and prices consistently low.

OUR STANDARD BLACKS...

Meet the universal demand for rich, heavy-bodied delicious beverages. Packed in our patent metal-lined cases. A high standard of quality always maintained.

W. H. GILLARD & CO. - Hamilton

WHOLESALERS ONLY

JOHN MOUAT, North-west Representative, Winnipeg

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, JANUARY 8, 1897 ($2.00 per Year) No. 2

THE WHY AND HOW OF BOOK-KEEPING.

THE accounts of a business are its history, and as history owes its importance as a study to the fact that it is used as a guide for numerous decisions of political nature, so are we guided by our accounts in business, says a writer in Trade Magazine. We learn to eschew the errors of those who have gone before, and to take advantage of their good judgment. If for no other reason, a careful account of the best years of a business is a very important guide in determining future policies. If a man knows just how much money he has spent in one year on a certain branch of his business, and also knows exactly the amount of money he made on his investments and expenditures, he has some basis to work on.

But it is not in this light, especially, that we desire to view the subject of accounts. It is the absolute necessity for them which exists in any business. It is a very trite simile to say that one cannot navigate a ship safely without an exact knowledge of its whereabouts, and we only use this old saying because it is perhaps the most apt one. In the present swiftly-moving times, no one knows what conditions will rule the markets three months hence. No one can possibly foresee the contingencies that arise and which affect business. In fact, business, particularly in our country, is, you might say, the barometer of the political condition. When men's minds are uneasy and unsettled by rumors of trouble with other nations, business is immediately unsettled, and very frequently many failures follow a disturbance of the normal condition. Hence, it will at once be seen that it is of the utmost importance that every business man be able, by reference to his accounts, to determine his exact position at any one time.

It is a remarkable fact that the class of business in which are interested the greater part of business men in the United States, viz.: that of the smaller retailers, is the one in which less attention is paid to this important detail than in any other. Some men feel that because their business is small, and there is, as a rule, but one person interested in its ownings and earnings, it is not necessary to keep an exact account of everything that comes in and goes out. They content themselves, as a rule, with a mere record of outstanding accounts, and even this is usually no more than a memorandum book which contains the entries of the purchase when it is made, and is crossed off when payment has been received. There is, as a rule, no record whatever as to the goods which have been bought, or the amount of cash sales. There is generally no proper cash account, if there is any at all, and the business is allowed to run on until in many cases the proprietor finds that money is not coming in fast enough to pay his bills, and then he usually fails, a condition which might have been averted had he known how things were going.

Suppose the store of one of these carelessly managed concerns should burn down with all the stock, what sort of claim would its owner have upon the insurance company, if he was insured? It would be necessary to show a record of goods bought and also the amount of goods that had been sold. In the absence of any such record, it is almost certain that the insured would be the loser to the extent of a very large amount of the insurance money, to which he would have been entitled, had he been able to show conclusively to the insurance company that he was possessed of a certain amount of stock at the time of the fire.

If it were a matter of difficulty to keep a set of books, or a thing that required sufficient time to necessitate the employment of a person whose duties should be attention to this branch of the business only, or if the science of book-keeping were one that required a special education, we would not wonder as we do that there are so very many businesses that are run without any proper record being made. Keeping books properly is the easiest thing in the world. It consists of merely recording the transaction when it is made. There is no business man of intelligence who could not learn the principles that govern the keeping of books on the double entry system in a few hours. In a small business the book-keeping can be done readily by the proprietor. The cash sales can, of course, be entered as they are made, without any extra trouble whatever. The charge purchases have to be entered anyway, so that does not entail any extra trouble, and in a few hours each week all the other business of keeping books could be attended to.

It is not the intention here to teach any method of book-keeping, but a brief outline of what is necessary will be attempted. To begin with the cash book : The cash book has entered in it all receipts and expenditures of cash. It is not meant by this that every individual cash sale should be entered upon the debit side of the cash book, but that a memorandum of these small cash sales be kept in a book for this purpose, and at the close of the day the sum of all the cash sales be added and entered as one item. It is a very important point that a balance be taken every day from the cash book, and that this balance agree with the amount of money in possession of the business.

Charge sales are entered in the sales book. It may be mentioned here that in book-keeping all entries are made precisely as though they were so much cash. Merchandise sent out is charged just the same as though it were so much cash. Merchandise received is credited just as so much cash would be credited, for the reason that all merchandise is reckoned at its value in money.

A bill book is also used. By this is meant a large book in which all bills for merchandise bought are posted every month. all the bills from one house being placed together, and the total of their amount is set opposite the last bill. All of this is exceedingly simple ; it is merely a record at the

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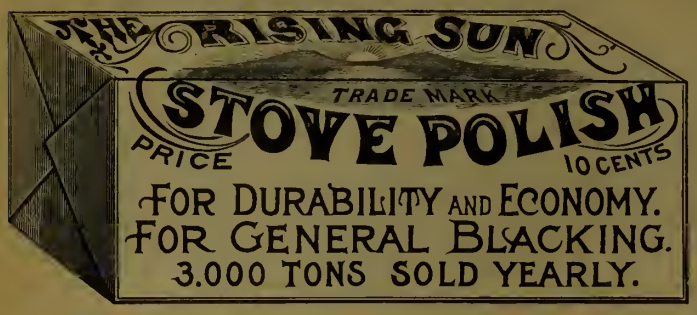

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FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

time of each transaction entered into by the firm.

The ledger is the one point upon which there might be some doubt. As is well known, a ledger account is always divided into two separate parts, the debit and the credit, and the only point upon which any explanation need be given is that of the decision into which side of this account shall be placed each individual entry, and a very little thought will readily show anyone which is the proper side. Take, for instance, the account of John Jones, who, we will suppose, is a customer of the house. We have entered in the sales book a charge against John Jones of $10. The point now to be decided is where to place the charge of $10 on the account of John Jones. The left side of the ledger account is the debit ; the right is the credit. John Jones, having received this merchandise, is debtor to merchandise to the extent of $10 ; consequently, this item would be entered on the left side of the ledger. When this is paid it is entered on the cash book on the left page and is posted in the ledger on the right, or credit side, because John Jones is credited by cash to the extent of $10.

With goods bought, the same theory will apply. We buy from Wm. Smith $100 worth of goods. Wm. Smith is to be credited with $100 worth of goods; consequently, this bill, or one month's bills, are to be entered on the right side of Wm. Smith's account, and when payment is made for the $100, it is Wm. Smith who is debtor to cash for this $100, which he receives as payment.

The sum total of all the merchandise sold during one month is an item which is entered in the merchandise account. It is merchandise credited by the amount that has been charged against it in the sales book ; or since it would be folly to make a merchandise entry for each separate charge that has been made, this entry is made, merchandise credited by sundries, meaning all the sales that have been charged (not cash sales) during the month. It is the same way with all cash received for the month and all cash paid out. All the cash received is debtor to cash in the ledger, and is entered on the left side of the ledger, and all cash paid out is credited to cash and is entered on the right side of the ledger.

But one item more, and that is the entry in the ledger of the total of all goods purchased. In any business there must necessarily be two kinds of purchases made—one for stock or merchandise and the other for the expenses of the business. It is always desirable to know just how much it costs one to run a business. For this reason, the bills which come in in one month, which are for merchandise, are collected, care being taken, as was observed, to separate the bills of each concern. The expense bills are treated in the same way. The total of all merchandise bought is then entered in the ledger on the left side, as merchandise is debtor to what is received in the way of merchandise, and the expense items in total are entered on the left side of the expense account. All expense items which are paid in cash should be entered on the cash book ; as, for instance, expense, rent ; expense, postage, and at the end of the month are charged into the expense account.

It will thus be seen that every item is really entered on both sides of the ledger, each charge sale is charged separately on the left side of the ledger account, and the total of all charge sales for the month is entered on the right side of the account. Thus, if these were the only entries in the ledger, the totals of all the entries on the left side and all entries on the right side would agree. It is the same way with both sides of the cash book, the individual items being entered on one side and the total on the other; the same with merchandise bought ; and, in fact, all entries that are made on the books appear either directly or indirectly on both sides of the ledger. Consequently, at the end of the month, by adding up the balances on each side of the ledger, we have what is known as the "trial balances." When the sums of all balances on each side agree, it can be taken for granted that the books are correct.

One word more, and this is in regard to the entries governing the proprietor of the business. It must be remembered that the business owes to its investor whatever money he has put into it, and this is represented on the books as a debt of the concern.

It is hardly to be expected that anyone totally unconversant with the practice of book-keeping would be immediately able to open and carry on a set of books from the very rapid explanation given above ; but we believe we have shown the simplicity and ease with which the work can be done ; and for those who have been sufficiently interested to desire to make the experiment, we would say that with this explanation and a little help from some friend who has a knowledge of the details of book-keeping, it will be a very easy thing to keep a perfect set of books.

The writer of this article believes that he might be considered a very good book-keeper, and he desires to point to the fact that his experience and knowledge of this branch of business was obtained merely by observation when employed in an office as an assistant to the book-keeper. He never had one hour's instruction on any point mentioned above, but found the whole matter one requiring only the most ordinary business sense.

U.S. TOMATO PACK.

In its seventeenth annual report on the tomato pack, The American Grocer notes a reduction in the output this year, which brings it below the average annual supply for nine years. The total pack compares with the output of nine previous years as follows :

	Cases of 2 doz. tins each.		Cases of 2 doz. tins each.
1896	3,541,188	1891	3,405,365
1895	4,194,780	1890	3,166,177
1894	6,586,979	1889	2 976,765
1893	4,635,183	1888	3,343,137
1892	3,366,792	1887	2,817,048
Total for ten years			38 033,414
Average per year			3,803,341
Average per year 1893-1896			4,739,532

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Victoria Blend { at 35c., 1's and ½'s Black and Mixed / at 28c., 1's and ½'s Black and Mixed

Crown Blend { at 18c. 1's and ½'s Black and Mixed

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T. KINNEAR & CO., 49 Front St. East, TORONTO

WORK AND WAIT.

WHAT we do upon some great occasion will probably depend upon what we already are; and what we are will be the result of previous years of self-discipline.—H. P. Liddon.

In all matters, before beginning, a dili gent preparation should be made.—Cicero.

I consider a human soul without education like marble in a quarry, which shows none of its inherent beauties until the skill of the polisher sketches out the colors, makes the surface shine, and discovers every ornamental cloud, spot and vein that runs through the body of it.—Addison.

Many a genius has been slow of growth. Oaks that flourish for a thousand years do not spring up into beauty like a reed.—George Henry Lewes.

All good abides with him who waiteth wisely.—Thoreau.

The more haste, ever the worse speed.—Churchill.

Haste tips up its own heels, fetters and stops itself.—Seneca.

"Wisely and slowly; they stumble that run fast."

How can we expect a harvest of thought who have not had the seed-time of character?—Thoreau.

I call a complete and generous edueation that which permits a man to perform justly, skilfully and magnanimously, all the offices, both public and private, of peace and war.—Milton.

The safe path to excellence and success, in every calling, is that of appropriate preliminary education, diligent application to learn the art and assiduity in practising it.—Edward Everett.

The more you know, the more you can save yourself and that which belongs to you, and do more work with less effort.—Charles Kingsley.

"All things come round to him who will but wait."

The great lack of the age is want of thoroughness. How seldom you find a young man or woman who is willing to take time for their life work! A little education is all they want, a little smattering of books and then they are ready for business.

Unless you have prepared yourself to profit by your chance, the opportunity will only make you ridiculous. A great occasion is valuable to you just in proportion as you have educated yourself to make use of it. Beware of that fatal facility of thoughtless speech and superficial action which has misled many a young man into the belief that he could make a glib tongue or a deft hand take the place of deep study or hard work.

Patience is Nature's motto. She works ages to bring a flower to perfection. What will she not do for the greatest of her creation? Ages and æons are nothing to her; out of them she has been carving her great statue, a perfect man.

What the age wants is men who have the nerve and grit to work and wait, whether the world applaud or hiss. It wants a Bancroft, who can spend twenty-six years on the "History of the United States"; a Noah Webster, who can devote thirty-six years to a dictionary; a Gibbon, who can plod for twenty years on the "Decline and Fall of the Roman Empire"; a Mirabeau, who can struggle on for forty years before he has a chance to show his vast reserve destined to shake an empire; a Farragut, a Von Moltke, who have the persistence to work and wait for half a century for their first great opportunities; a Garfield, burning his lamp fifteen minutes later than a rival student in his academy; a Grant, fighting on in heroic silence when denounced by his brother generals and politicians everywhere; a Field's untiring perseverance, spending years and a fortune laying a cable when all the world called him a fool; a Michael Angelo, working seven long years decorating the Sistine Chapel with his matchless "Creation" and the "Last Judgment," refusing all remuneration therefor, lest his pencil might catch the taint of avarice; a Titian, spending seven years on the "Last Supper"; a Stephenson, working fifteen years on a locomotive; a Watt, twenty years on a condensing engine; a Lady Franklin, working incessantly for twelve long years to rescue her husband from the polar seas; a Thurlow Weed, walking two miles through the snow with rags tied around his feet for shoes, to borrow the "History of the French Revolution," and eagerly devouring it before the sap-bush fire; a Milton, elaborating "Paradise Lost" in a world he could not see, and then selling it for £15; a Thackeray, struggling on cheerfully after his "Vanity Fair" was refused by a dozen publishers; a Balzac, toiling and waiting in a lonely garret, whom neither poverty, debt nor hunger could discourage or intimidate; not daunted by privations, not hindered by discouragements. It wants men who can work and wait.

When a young lawyer, Daniel Webster once looked in vain through all the law libraries near him, and then ordered, at an expense of $50, the necessary books, to obtain authorities and precedents in a case in which his client was a poor blacksmith. He won his cause, but, on account of the poverty of his client, only charged $15, thus losing heavily on the books bought, to say nothing of his time. Years after, as he was passing through New York City, he was consulted by Aaron Burr on an important but puzzling case then pending before the Supreme Court. He saw in a moment that it was just like the blacksmith's case, an intricate question of title, which he had solved so thoroughly that it was to him now as simple as the multiplication table. Going back to the time of Charles II. he gave the law and precedents involved with such readiness and accuracy of sequence that Burr asked in great surprise if he had been consulted before in the case. "Most certainly not," he replied; "I never heard of your case till this evening." "Very well," said Burr, "proceed." And when he had finished Webster received a fee that paid him liberally for all the time and trouble he had spent for his early client.—Architects of Fate.

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Thoroughly satisfied with its progress and firmly convinced of its ultimate triumph over all other Package Teas. Sales quadrupled in two years.

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From Manufacturer to Retailer Direct.

The Miller who mixes the essence of Buckwheat with a low grade flour and turns the nameless mess into his product of Buckwheat Flour is playing a game of chance with your interests.

Should you pay the penalty of another's greed for unreasonable profits? Is the confidence of your customers worth saving? Tillson's Roller Process Buckwheat Flour is a pure Buckwheat flour—nothing more nor less. White—because the best selected grain is used.

Flavor—strong and natural because it is pure. Price—no higher than other flours, whose makers play upon the confidence of the retailers' customers, through the retailer himself.

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Our Table Delicacies

DELHI PACKING COMPY

Are the sort that you can always sell, with a feeling of confidence and security.

Our JAMS
JELLIES
PRESERVES, etc., etc.

are sure to please even those who favor the home-made article. You run no risk in buying "Maple Leaf" Brand.

DELHI CANNING CO., DELHI, ONT.

COMPETITORS.

THE retailer who uses the coarsest sort of straw paper finds a competitor in the dealer who uses high-grade and sightly paper.

The retailer who uses cheap stationery, and sends in bills irregularly, in an untidy envelope, finds a strong competitor in the man who uses attractive billheads, neat envelopes, and who does everything connected with the book-keeping systematically, regularly and in style.

The retailer whose assistants make errors, delay in deliveries, make mis-statements, has no show alongside of a competitor who is noted for correct dealing, promptness and truthfulness.

The retailer whose clerks are untidy in personal appearance has a strong competitor in the store where the boys always wear polished shoes, have a clean collar, a coat free from grease, hands clean and finger nails tidy.

The retailer who economizes in gas or illuminating oil is not in the race with the brilliantly-lighted store.

The retailer who is ignorant of the nature of the goods he sells cannot compete with the man who knows all about them.

The retailer whose clerks make mistakes in giving change cannot keep abreast of the store where no such errors occur.

The retailer whose clerks forget to enter goods sold a credit customer is sure to be outdistanced by the one whose system prevents such costly carelessness.

The retailer who neglects his front window and counter display helps along the business of his competitor who challenges attention by new, tasty, fresh and novel displays.

The retailer who keeps behind in the procession and lets other merchants try new goods is always chasing to catch up with the competitor who keeps up with the times

The retailer who never reads a trade journal goes rapidly to seed, as compared with the fellow across the way who is always posted.

The retailer who never advertises is the one who contradicts his neighbor that there is money to be made in the jewelry business.

The retailer who overbuys, who fails to overhaul the stock frequently, is hardly handicapped, as compared with the other chap who buys frequently and always turns the stock over often enough to keep it bright and fresh.

The merchant who offers good goods, gives effective, prompt and polite service, conducts his business in relation with his customers methodically and satisfactorily, can always charge a fraction more and retain his trade as compared with the merchant who does not meet these requirements. It is not so much what is charged, within reasonable limits, as the quality of the goods and the method of handling them that bring the most desirable custom. What is desirable custom? The custom that buys intelligently and critically and pays promptly, and a few cents this way or that makes little difference to such custom.—Brains.

THE CRAZY MAN.

I KNOW, writes "The Stroller" in Grocery World, a retail grocer who has originated one of the most remarkable advertising schemes ever thrown on the cold world. He's not a specially large man, either, probably doing a yearly trade of $15,000. To get right at the scheme, this man absolutely gives away every article whose regular retail price is less than 5c. Did I hear somebody say fool? Wait.

When I first heard of the idea I thought the fellow was crazy. When somebody gets hold of an especially new and striking idea, we're apt to conclude that the originator is crazy, mainly because he got hold of a good thing before we did. But to get back. All of the other grocers in the town where this special schemer does business believe he's plumb cracked. Those fellows will argue for hours that that grocer is out of his head and ought to be put in an asylum, while their own business dries up and the dust gathers on their prunes.

Well, to decide for myself whether he was crazy or not, I went to see him. I found him a rather young man—probably 35 years old, with the glint of the sharp, shrewd business man in his eye.

"Well, sir, what can I do for you?" he said, as I approached.

In answer I stood and looked at him full in the face for several seconds.

"You don't look like a crazy man," I said, finally.

He laughed in spite of himself.

"My esteemed competitors have been filling you up, have they?" he asked, quizzically. "You didn't hear anybody outside say so, did you?"

"No consumer," if that's what you mean," I answered, "but the other grocers here would have you put away if they could."

"I suppose they would," he said, laughing again.

This got us on fairly good terms, and I dove right into the subject.

"I wish you'd give me an idea what this scheme of yours is," I said.

"It's very simple, I simply don't charge for articles under 5 cents."

"Suppose the price is just 5 cents," I asked, "do you charge them?"

"Yes, sir."

"If a customer buys 2 pounds of granulated sugar at 4 cents a pound, how much do you charge?"

"Eight cents," was the reply. "The aggregate value of the article is what counts, not the value of an individual pound or quart."

"Well, does it pay you? Tell me that," I said.

"Pay me? It pays me better than anything I ever tried before, or expect to try again. All I'm afraid of is that some of the other grocers here will start it, too.

"I'll just tell you how it pays me," he said. "I started this thing three months ago yesterday, and in that time my business has increased as near 25 per cent. as I can figure. That's good evidence, isn't it?"

I thought it was.

"Don't you find that you are imposed on a good deal? I asked.

"Very little, if any. I suppose I am to a very slight extent, but hardly enough to count.

"You see," he went on, "I made a close calculation as to what percentage of my total business the articles which sold under 5c. amounted to. At that time I did a gross business of about $12,000. I found that of this only 5 per cent. was on articles that sold for less than 5c. That proportion may vary in other places, but that's what it was with me. Five per cent. of $12,000 is $600 a year. That $600 worth of goods probably cost me not over $300. I have stopped all other sorts of advertising and that $300 I set down as my advertising appropriation. If I had to still do only $12,000 worth of trade a year, $300 for advertising might be rather steep. But the minute I got the thing about I noticed a steady increase in my trade. It's very seldom a person will come in here and ask for a 3-cent bottle of bluing and go out with it alone. They are anxious to get something for nothing and will come out of their way to get the 3-cent article, but they will in nearly every case buy something else while they're here. I've gotten the entire trade of at least twenty-five families just through this scheme. And you ask me if it pays."

"How many times have you been victimized?" I asked.

"Very few. There is a notoriously mean old man in town here, and he comes and gets little things for nothing, and, under the arrangement I can't refuse him, but what he gets don't amount to much. That's really about the only case where I haven't come out ahead. If my business increases during the next nine months in the same proportion that it has increased during the last three, I'll have all the business of the town," he said, laughingly.

"And the other grocers call me crazy, do they?" he said, with a peculiar expression, as I started to go.

"Yes," I said, "and I wish you could give me some crazy way of making money."

Let's all go crazy.

Japan, China, India and Ceylon Teas

WE HAVE THEM ALL

We want your tea trade and we can give you what you need at right prices. We bought before the advance.
Our offers of Japans from the lowest grades to the highest are surpassed by none and equalled by very few.
Of green and black we have the largest and best assorted stocks.

TRY OUR SPECIAL BRANDS

OWL CHOP BRAND.

Japan

CHOICEST MAY PICKINGS. . .

BEAVER BRAND.

OUR CEYLON

in sack packets is the best sold.

TRY IT

and be convinced.

Ask for our samples and compare them with the best; we can save you money.
We are not holding out for a duty, we are willing to sell.

L. CHAPUT, FILS & CIE.

MONTREAL

TO TEA BUYERS

Just received a large invoice of Japans ranging from 15c. to 18c.---exceptional value.

Indians and Ceylons arriving every week.

H. P. Eckardt & Co.

Wholesale Grocers
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4cts. FOR CLEANED 1895 VALENCIAS

Keep up with the Times..

AND HANDLE GOODS
THAT WILL SELL THEMSELVES.

ROSE BRAND LARD in parchment bags is made expressly for best family trade—rendered in open kettles from finest leaf lard.

The **Geo. Matthews Co.** Ltd.

OTTAWA and PETERBOROUGH.

Sugar and Spice . . . .

Meat and Fruit, in just the right proportion constitute the main ingredients of our **Condensed Mince Meat.** Most cooks have some peculiar little notion of their own about mince meat, but **Wethey's** suits nine out of every ten.

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DERELICT BUSINESS MEN.

BUSINESS men in the larger cities have not for a long time been noted for the active interest they have taken in municipal affairs. But, if the recent mayoralty contest in Toronto can be taken as a criterion, the conditions are getting worse instead of better.

A corporation, like a mercantile venture, must be conducted, if it is to be conducted satisfactorily, on business principles. Non-business principles can be no more substituted for business principles in the government of a city than can sand be substituted for oil as a lubricant. Business is the driving wheel for a civic corporation as well as for a warehouse.

Although these principles are so self-evident it is surprising the lethargy the average business man in Toronto exhibits in regard to the government of the city.

During the last campaign the task of enlightening the public on the municipal questions of the day fell not upon the business men of the community. Obviously the duty fell upon them, but they did not take it up. On the contrary, they, as a rule, remained at home, while the work they should have taken up was performed largely by agitators of various theoretical schools, young lawyers and doctors with ambition in abundance and practice infinitesmal, with theories prolific, and business commonsense slender. The idea of these young men mounting the public platform and essaying to instruct the electorate how it shall vote! It is absurd.

And yet the blame is not upon them. The major part of it is not, at any rate. The fault lies largely with the business men. They are not doing their duty, either to the community or themselves. A good many of the business men who formerly actively participated in municipal elections are still in existence, but their activity, in a public sense, is not.

The reason for this degenerated influence is probably varied. One reason is no doubt the disgust with the too often unbusinesslike character of the candidates for municipal honors—men whose qualification is often either the strength of the lodge or political influence they can bring into operation. In Toronto the disgust of business men began to develop when the citizens some years ago rejected Mr. E. B. Osler, a practical business man and now president of the Board of Trade and one of the representatives of the city in the House of Commons.

Another reason is the greater competition that has been engendered in business of late years and the consequent closer attention demanded from those who are engaged in it.

No man can be asked to sacrifice his business for the municipality, but there are few merchants or manufacturers who could not sacrifice some of their time for the city without sacrificing their business.

The chief contributors to the taxation of Toronto, or any other city in the Dominion, are its business men. And yet those who have the least to say in the conduct of the affairs of the city are its business men.

People who cannot appreciate the requirements of a business community cannot intelligently legislate for it. And Toronto has suffiered because she has usually had landlubbers and rarely qualified men navigating the municipal ship. Things cannot always go on in this way.

Canada is rich in all the other products of nature, except population. And that, too, she will have some day.

THE PROPOSED TEA DUTY.

THE argument that a specific duty would be a hardship upon the poor man who uses cheap tea is more fanciful than real.

A duty of 10c. per pound would certainly tend to reduce the quantity of the cheap teas which now come into the country in such quantities, for, of course, under a specific duty, the lower the price of the tea is the higher will be the percentage of the rate levied upon it, while on the higher priced teas the tendency would be just the opposite. On some descriptions the duty would probably be as high as 80 to 100 per cent.

It is obvious that rather than pay that increased price for the old, low-grade, trashy tea which he formerly drank the consumer would pay a few cents per pound extra and get a tea of better quality. While this would apparently be still further increasing the cost of his tea, in reality the effect would be the opposite.

The tea that retails at 40c. per pound sells at that price because it possesses that inherent value. The same law governs the value of the 20 or 25c. tea. Therefore the man who pays 40c. per pound gets value for his money as well as he who pays 20c.

In reality the man who pays the higher price is getting the better value. There are several factors which conduce to this. Aside altogether from the fact that the higher priced tea is the more healthy one, it is beyond all question the most economical, possessing as it does relatively greater strength and decidedly higher flavor. It naturally follows that it means also the use of a less quantity of tea for a given quantity of people than would be the case with so many of the trashy low-grade teas that are on the market. Take, for instance, a good Indian or Ceylon tea and one spoonful of it will easily go as far as two or three spoonfuls of many of the cheap teas that are now so freely drunk.

Then it must not be forgotten that the better grade teas are gradually getting relatively cheaper as compared with the low grade teas.

With a specific duty the consumer would naturally be compelled to pay a higher price for his tea, but it is just as certain, as far as the consumer of the very cheap teas is concerned, that he will come less often to his grocer for tea, while the beverage he drinks is a more palatable and more healthy tea.

TAKE STOCK.

NAVIGATORS would as soon think of neglecting to use the helm as to fail from time to time to take their bearings and study their chart.

Stock-taking to the merchant is what the quadrant and chart are to the navigator: It enables him to ascertain his whereabouts.

It is true a merchant may conduct a business year after year without wrecking it. So may a vessel cross the Atlantic without quadrant or chart. But it is a most dangerous practice.

No man can properly carry on business in the dark. And he who does not take stock at least once a year is in gross darkness.

It is not enough for a merchant to know at the end of the year that he has got a balance to his credit in the bank, or that that balance is larger than it was twelve months before. That does not tell him exactly where he stands.

Knowing where he stands means that every merchant must get a clear insight into his business.

There is depreciation in stock to be taken

into account, interest on capital invested to be considered, and bad and doubtful debts to be allowed for. With these things taken no cognizance of it is quite possible that the business may be sinking, when it is apparently as buoyant as ever.

But stock-taking not only leads to the discovery of leakages, but it points out ways and means of developing and improving the business.

There are in every merchant's stock lines which have not proved as salable as others, while still others have possessed little or no profit-earning properties. It is advisable that the merchant should ascertain beyond peradventure what these are. Stock-taking will impart this knowledge to him. What the possession of this information is to a wide-awake merchant is obvious.

Stock-taking demands a great deal of time and the expenditure of no small amount of patience, but the knowledge which is obtained as a resultant is worth it all. Take stock.

Atlantic steamers occasionally collide in New York harbor. Last Saturday there was another of them, but we hear nothing regarding the safety of that route.

DON'T WANT A BONUS.

AT present creameries enjoy a certain bonus from the Provincial Government of Quebec for the manufacture of butter.

The Montreal Butter and Cheese Association has all along been opposed to the practice, and last Tuesday, at a special meeting held to consider the question, indulged in some strong talk in regard to it.

They consider that the system conduces to a lot of fraud and instance cases where creameries got their milk in Ontario yet were paid the bonus, and vice versa. Eventually the following resolution was adopted :

Resolved,—That a committee be appointed to draft a resolution strongly advocating the discontinuance of the system of granting bounties to creameries, and recommending the advisability of applying whatever moneys have been voted for that purpose to the increasing and improving of refrigerator accommodation, both on water and land.

The spirit distillers of the United States have been trying to form a combination, but so far without success. Spirit, evidently, is lacking somewhere.

JAPAN RICE.

The first shipment of new season's Japan rice reached New York last week. This arrival is about one month earlier than in any previous year. The second shipment, which is due February 1, will also be about a month earlier. The price is low and the quality good.

The rice crop of Japan is about 385,000 tons short this year, or 7 per cent. below the average. The Louisiana rice crop is about 33 per cent. short.

SCARCITY OF FILBERTS.

FILBERTS have been unusually scarce upon the Toronto market during the past week or two. Some of the wholesale houses are completely cleaned out of them, and in some instances small lots had to be brought on from New York to supply the holiday demand.

Two reasons are advanced for the shortage. The one is that the wholesale trade were over cautious in placing their orders. The other, and probably the most direct, is the non-arrival of the steamer with the shipment due some weeks ago. When this steamer arrives, stocks will be in better shape.

UNTRUSTWORTHY TARIFF WITNESSES.

If the Cabinet Ministers who have been taking evidence on tariff matters are guided by the views expressed by some of the gentlemen who have appeared before them, particularly in Montreal, we will have a mighty queer tariff.

Where they may be tempted to give attention to statements submitted by any but men of well-known reputation they should enquire thoroughly as to the standing of these gentlemen. The word of the average business man is as good as his bond, but even documentary evidence submitted by some should be critically examined.

One deputation made some extraordinary statements, in urging the Commission to grant an increased protection to their industry, which every one in the trade knew to be utterly untrue. Another wanted the duty on a certain article removed and said they were deputed by a large association of merchants. The alleged organization was a myth, and is not now and has never been in existence.

THE LAW REGARDING SPICES.

Editor GROCER,—I would like to say a few words about spices. We hear a good many complaints about the law being such that an inspector can come into our stores and seize every package that has not got the owner's name on; and also to fine the manufacturer of such goods. There is plenty of raw material to make baking powder and spice out of, without adulteration, and the time has come when such fakes as giving bicycles, watches, tinware, silverware, etc., as prizes with goods, should be put down. Let people sell goods on their own merits. It is a disgrace that we have got to give away something to sell another article. If properly put before the new Government by the Toronto Grocers' Association, it might be remedied.

Yours, etc.,
WILSON & SMITH.

St. Catharines, Dec. 28, 1896.

A STORY WORTH THE TELLING.

Editor GROCER,—During the holiday season it was my privilege to have the opportunity of reading the "Annals of Niagara" by Mr. William Kirby. And I feel safe in saying that not only every Canadian, but everybody interested in Canadian history, would profit by its perusal. In speaking of Mr. Kirby, Mr. Geo. H. Mills, the president of the Wentworth Historical Society, refers to him as the connecting link between the long ago and the present. Mr. Mills further states that he is a man so careful of his reputation that the readers of any book of his may rely upon its veracity. An intimate knowledge of the history of Canada is sadly lacking amongst us all. Why such should be the case it is hard to understand. There is much to be proud of, and I am sure a perusal of the Annals will strengthen this thought. I understand the Lundy's Lane Historical Society has issued a number of publications bearing upon Canada's early history, and the same may be procured from Mr. James Wilson, Niagara Falls South. During the year upon which we have just entered, I trust many of your readers will avail themselves of the opportunity of knowing the origin and history of the U.E. Loyalists, and they will then perhaps better understand their loyalty and devotion to their country.

Yours, etc.,
R. TASKER STEELE.

Hamilton, Jan. 4th, 1897.

The man who cannot look ahead a little will soon be left behind.

JAMAICA ORANGES FOR ENGLAND.

Direct shipments of oranges from Jamaica to London, Eng., commenced a couple of weeks ago. The fruit, says a contemporary, will enter into keen competition with the produce of the Canary Islands. Five steamers have been chartered by the English company conducting the direct shipments referred to, and these have been fitted up with refrigerator space for large cargoes. Every precaution has been taken to ensure the success of the undertaking. To Jamaica the results mean a great deal. It is impossible, it is claimed, to grow sugar in that island without loss, and the direct shipment of fruit, with its cheaper freights, offers an opportunity to restore its somewhat frayed prosperity.

THE TARIFF ENQUIRY.

THE Tariff Commissioners held another session in Montreal last week, and concluded their investigations as far as that city is concerned.

AERATED WATER MANUFACTURERS.

Mr. J. Christin, of the firm of J. Christin & Co., aerated water manufacturers, asked that crown corks be admitted free. At present they came under tinware, and he thought that as they were used for the same purpose as other corks they should be put under the same list. The article was manufactured in the States, where large factories had been erected for their production. They paid at present 25 per cent., and not being manufactured in Canada they protected no home industry.

VERMICELLI AND MACARONI.

This industry was represented by Mr. C. H. Catelli. He said that he wished the duty to be specific, as it was prior to 1893, when it was 2c. a pound, but the Government changed it to 25 per cent. Since then they had had serious trouble with the consumers. There were only two manufacturers in Canada, and both were situated in Montreal.

THE TEA TRADE.

Mr. Tees, who appeared on behalf of the tea merchants, said that the tea merchants of Montreal, while differing in their opinions as to the desirability of having a duty on the article of tea, unless such be required for revenue purposes, are unanimous in regard to the great benefit which they derive from the present discrimination of ten per cent. on all imports from the United States. This discrimination shuts out the jobbers of the United States and gives the retail trade to the home merchants. The removal of it would at once open this market to our neighbors. The effect would readily appear when it is considered that it means the instantaneous doubling of competition in a limited market. The purchase of tea in the United States by Canadian retail merchants would be of no benefit to them or to the consumer, as, under existing circumstances, merchants in this country are in a position to sell tea at prices as low as any competing market. "We would," he continued, "respectfully point out to you that in our opinion the removal of such a discrimination would be injurious to our country for the following reasons :

"1. It would, by increasing the competition, so reduce the volume of business and existing net profit of the wholesale merchant that many of the weaker ones would, in a short time, be forced to retire.

"2. It would remove current capital from us, inasmuch as bills sold by United States houses would be at shorter dates than we usually give ; and while their bills would be paid at maturity, ours, in many instances, would be renewed.

"3. It would also, in the case of a declining market and where surplus stocks exist, make Canada a slaughter market.

"4. It would materially increase the cost of tea in our country, as every pound bought by the retailer would be paying a profit to a foreign instead of a domestic merchant.

"We would also point out the fact that for all practical purposes the United States market is now sufficiently open to the wholesale importer, as almost every invoice of Japan tea imported by the United States merchants bears what is termed the Canada clause, which permits its entrance into Canada free of duty. Should the Government deem it expedient to impose a duty on tea, we would suggest that it be specific and not ad valorem. As regards inferior teas, we would strongly urge that appraisers at the various ports of entry be instructed to reject all tea not fit for consumption."

In answer to a question he said that he had never heard any complaint from the retail merchants about the present state of affairs.

Mr. Stroud, of Stroud & Sons, Montreal, was the next one of the delegation to address the Commission. He said : "In the name of our firm, and we think in the interest of the majority of tea importers of Canada, we wish to place before you a few facts relative to the tariff as it affects Canadian trade. Last week some representatives of tea houses and wholesale grocers waited upon you, but the only item of importance which was brought before your Commission was the necessity of maintaining the 10 per cent. ad valorem duty against the United States. This we consider of importance, but it seems to us questionable that the gentleman should lay such stress upon the retention of the 10 per cent duty against the United States, whereas nothing has been said about other countries that ship quantities of tea into Canada without paying any tax. The wholesale tea trade are not afraid of competition ; in fact they desire it. It is an incentive to business, but what we do find fault with is the disadvantage we are placed at by having English representatives in Canada selling teas and coffees without a cent of cost in the way of storage, office hire, or other expenses.

"If this 10 per cent. was levied against England just as it was against the United States it would force the English merchant to open up a warehouse and offices here and spend a part of his profits. As an illustration of this : Since the 10 per cent. duty has been levied against the United States, Japan houses exporting teas to Canada have opened warehouses and offices in Montreal, and at all seasons of the year store large quantities of teas for distribution among the trade. A 10 per cent. duty against England and all other non-producing countries will compel other firms to act in a similar manner. I might be asked why the Canadian trade should have a duty of 10 per cent. against all non-producing countries in order to do a satisfactory business. As the New York market is the great centre for the auctioning of Japan and Gunpowder teas, so is London the great centre for the auctioning of black teas. And these blacks consist of all classes of China teas as well as Ceylon and Indians. At the New York auction, which takes place every Wednesday, about 11,000 packages of teas are sold, and we consider that 25 per cent. of these teas should not be allowed into this country. Fortunately these are kept out through the 10 per cent. imposed. In England about 40,000 packages of black teas are auctioned weekly, a large amount of which only changes hands in bond and pays no duty, and eventually finds its way to Canada. If this duty of 10 per cent. was placed against England a considerable portion of the poor teas that are sold at these London auctions would not enter this country.

"Another grievance which we importers have is that blends in half-pounds, pounds, and full packages are allowed to be manipulated in bond under the supervision of the English Government and exported to Canada free of duty. If Canada is to use these goods she should be benefited by the labor and material involved. It is our firm opinion that a specific duty in addition to an ad valorem duty in Canada would create a demand for a better class of teas. The Russian Government imposes a duty of 48c. per pound, and it is a well-known fact that the Russians receive the best tea of any people in the world. The duty on tea in France is 21c., in Germany, 11c.; Austria, 20c.; Spain, 28c.; Portugal, 48c.; Norway, 24c., and England collects a duty of 8c. per pound, not only from tea imported from China and Japan, but the same duty from her own colonies, India and Ceylon.

It has been said that a specific duty is not just to the poor man. I do not agree with this latter statement, for the reason that a pound of tea that is retailed at 40c. will go as far as 1¾ pounds of tea that is retailed at 20c. If a duty from the place of growth, say from 5 to 7c. per pound, is placed on a common article, the article would never leave the country. The late Government placed a duty of 10 per cent. duty against all non-producing countries, and the only reason that this 10 per cent. was taken off

England is that a number of English merchants waited upon Sir Charles Tupper, stating that if the 10 per cent. duty were maintained it would curtail their trade with Canada. Sir Charles Tupper cabled to his Government here, and, strange to say, that Government discriminated in favor of the English merchant to the detriment of the Canadian trade."

In reply to Hon. Mr. Fielding, Mr. Stroud said that if there was a law against the entry of these inferior goods it had not been enacted. He further stated that it was not because of the cheapness that he objected.

In answer to Hon. Mr. Laurier, Mr. Stroud said he did not think that these cheap teas were consumed to any great extent in England.

In answer to Mr. Fielding, as to whether the imposition of a duty against England would be regarded as discriminating against the Englishman, Mr. Stroud said that he did not mind a little sentiment, but when it came to affecting their pockets that was another thing. When the tea duty was taken off against Canada it closed up all the tea houses in Montreal, and the country was supplied from New York, Boston, etc. With regard to chicory, which was largely used by coffee grinders, the English article could be bought at 8½c. per lb., and the Canadian at 5½c. The duty on English and Belgian chicory should be reduced from 4 to 2c. per lb.

ANOTHER IMPORTER'S VIEWS.

Mr. R. J. Anderson then gave his views. He said that he could readily understand the fear that existed among those engaged in the wholesale trade with regard to the reduction of the 10 per cent. on teas when imported from the United States. He thought that these fears were groundless. With regard to the time of the Mackenzie Government, he would point out that the C. P. R. was not built then, whereas to-day it was an accomplished fact, and freights to Canada are as cheap as to any point in the United States. They had the advantage of the extra return freight on any teas sold by American houses through American travelers to the retail trade. Again, under the Mackenzie regime the wholesale dealers in teas sold them at a profit of 5c. per pound and upwards, the lower figure being considered as almost sacrificing the article. Could it be wondered at that such a profit should offer an opportunity to outsiders to enter the Canadian markets and dispose of their goods at a reduced profit? A profit of 5c. per pound to-day would be considered an immense profit on Japan tea, and for an order exceeding two or three half-chests the purchaser either did not know his business or his credit was very weak in paying such a profit. All that could be obtained to-day was an advance of 7 to 10 per cent. on an order of $300 to $500, which is all caused by home competition. Such a small margin was enough to remove any cause of alarm to the trade of competition from outsiders. If a differential duty was placed against the States, he held that it should also be placed against all countries not of growth and production. This was the opinion of the trade at a meeting held two years ago. He had yet to learn that that opinion was changed; and, with all due respect, he thought that when the Budget was brought down and should show a leaning towards free trade, the 10 per cent. duty would be a blot and a contradiction of its apparent principles. With regard to the duty on tea, he quite agreed that it should be a specific duty, as being more simplified. As to a specific and an ad valorem duty, there could be no very strong objection, but to an ad valorem only no one could be found in the trade who would not most strongly object to it He would like to draw their attention to the injustice that the Canadian importer of teas coming from the States had to put up with. All teas coming direct through the United States, necessitates the merchant going to the Custom House and making affidavit that these goods were always and originally intended for Canada, and were never offered for sale in the United States. With regard to the American merchant, he had an agent here, and when his principal in New York imports teas with a Canadian consular certificate he offers them in the States, while his agent offers them in Canada; hence he had the benefit of the two markets. If the teas were sold here the agent took the affidavit the same as the Canadian merchant, who could not offer his teas similarly placed in the United States market.

Mr. T. Doherty was of the opinion that if a duty was imposed it would be impossible to prevent smuggling. He was in favor of a ten per cent. duty against the United States, which was not against the American tea importer, but against the American jobber, who could send his travelers all over the country. They had nothing to fear in the way of cheapness, but the Government should appoint an inspector to prevent the introduction of adulterated and cheap teas, such as the Americans had.

GRAIN AND SEEDS.

Mr. Ewing, seedsman, said that the present tariff on seeds was generally satisfactory to the trade and farmers as well. Turnip, carrot and mangel were the principal roots used for stock feeding and are free of duty. These roots might be raised in Canada, but not to such an extent as could compare with Europe, on account of the climate and the smaller area. On other seeds in bulk, ten per cent. is the present tariff, and he considered them fair. Red clover and timothy were both imported from the United States, as they did not grow all that was necessary for home use. The duty of 10 per cent. on clover and grass seeds was not too heavy. A heavier duty on common red clover and timothy might be beneficial. Canada could produce better seeds than the States, and certainly the United States produced much more inferior seeds. The more good seeds sown the better crops would result. It was also a fact that the United States was about a month earlier than Canada, so that just when they were putting their seeds on the market the Americans came in with their inferior kinds.

Mr. Ward, of Joseph Ward & Co., spoke chiefly on agricultural produce. They, in Canada, grew the finest seed, and they produced the finest timothy, clover and root seed in America, and such produce was the result of high-class farming. He thought that the tariff should be maintained to protect this high-class farming produce. As the seed season was about to commence he would respectfully ask that if a change was made in the tariff it be made known as soon as possible. He thought that the duty of 10 per cent. on fertilizers should be removed. They were admitted free into the United States, both compounded and uncompounded. The duty debarred about 95 per cent. of the farmers from getting fertilizers, which they so much require for their exhausted soil.

THE DUTY ON CHOCOLATE.

Mr. Wheeler, of Walter Baker & Co., chocolate manufacturers, Dorchester, Mass., represents the above firm in Montreal. He said that the duty had been changed four or five times. He claimed that the chocolate used by the confectioners was a raw material. The Canadian manufacturer was charged 2c. a pound going into the States, and he asked for reciprocity in this respect. Within the last six years his firm had spent $50,000 in Canada, besides $15,000 in advertising. If the duty was reduced his firm had agreed to reduce the price of the goods.

At the close of the sitting of the Tariff Commission in Montreal, Mr. R. Bickerdike, president of the Montreal Board of Trade, on behalf of the merchants and business men of Montreal, thanked the members of the Commission for the courtesy shown the different deputations. Hon. Mr. Fielding in a word returned thanks.

AT OTTAWA.

The Tariff Commission resumed its sitting at Ottawa on Monday morning in the Railway Committee rooms in the Parliament Buildings. There was little or no enthusi-

asm shown on the part of the public or traders, which drew the remark from Hon. Mr. Fielding "that this was quite a change from Montreal, where they were falling over each other in their eagerness to lay their views before the Commission." Perhaps this apathy may be accounted for by the fact that the municipal elections were going on. A Liberal was heard to remark: "The people of Ottawa had no grievances, and they were more interested in the election of a mayor than in a change in the tariff." Whatever the cause, the deputations were not strong nor many, and the "audience" was conspicuous by its absence. Hon. Mr. Fielding arrived on time, but the other members of the Commission, Hon. Mr. Paterson and Sir Richard Cartwright, at eleven o'clock had not put in an appearance and other members of the Commission had to take their place. They were Hon. W. Laurier, Hon. Mr. Davies and Hon. Mr. Fisher.

THE LUMBER TRADE.

Hon. E. H. Bronson was the first to give evidence. He said that he appeared there more in his individual capacity than as the representative of lumbermen. The lumber trade, he said, would not be affected so much directly, but indirectly it would be affected, if a change in the tariff was made in connection with what they consumed in their trade. Take pork, for instance. At present they were not disposed to ask the Commission to make any change in the duty, for they realized that it was in the agricultural interests to sustain the price of pork in Canada and they felt diffident about making any suggestion. Instead of reducing the duty on pork, if the Government would admit corn free it might answer the purpose and would increase the quantity of of home-grown hogs and reduce the price. That, of course, would tend to benefit the lumber trade and people generally who consumed that product.

In answer to Mr. Davies, Mr. Bronson said that the proportion of American pork used was greater than Canadian, which was accounted for by the fact that the American article was much firmer and did not lose so much in the cooking. He thought that Canadian pork was just as sweet as the American. The duty at present did not stimulate the consumption of Canadian pork in the lumber camps, because the American suited their requirements better.

Proceeding, Mr. Bronson said that it had been stated that pressure was being brought to bear with the American Government to have a duty placed on Canadian lumber and pulp wood, and he thought that the re-imposition of the duty on lumber should be made by the Canadian Government. Speaking for himself and the trade, he said that they felt very strongly on the question. He would like them to decide at once upon this question, as perhaps it was one of the most important industries in the Dominion. If the American Government did impose the duty he would bespeak for the lumbermen of the Dominion a hearing so that they may not be taken advantage of.

Mr. J. R. Booth next gave evidence from a lumberman's standpoint. He said there were some things in general which he would like to touch upon, but as a whole he had no serious complaint to make. He was of opinion that the country required to foster in every way the natural products of the country, and what was not natural to admit as free as possible. He thought it impossible for the Canadian farmer to compete with pork against places where corn could be raised from 15 to 16c. a bushel. In the interests of the working classes, he thought that pork should be made as cheap as possible. No doubt the duty was imposed upon pork in the interest of the farmer, but he thought it was the other way around, and that it was more of a hindrance to the working classes than of benefit to the farmer. Although the duty was $2 a barrel on United States pork, yet the consumption of domestic pork was not greater. In his lumber camps he used American pork almost exclusively, as, for one reason, he could not get a supply of Canadian, and for the reason that Canadian pork did not keep so well.

In answer to Mr. Fielding, Mr. Booth said that, as a whole, corn was not natural to this country.

In answer to Mr. Laurier, he said there was money in pork raising, and the fact of corn being admitted free would help to build up the industry. It had been talked about making Canada a cheap country to live in, but before that work was required; what they wanted was manufacturers to give the people work, as they could not all farm. Continuing, he said that iron in the bar should be admitted free, because before manufacturers could turn out their goods cheap they must get their raw material free.

Mr. Fielding said that from the evidence submitted to the Commission at various points it was shown that iron was found in large quantities. He did not argue the point. He was merely stating what he had heard.

Mr. Booth, in answer to Mr. Davies, said that he was in favor in some cases of the payment of the bounty in preference to the straight protective duty.

Mr. Laurier: Where would you get your revenue to pay the bounty?

Mr. Booth said his opinion was that the revenue should be collected from cigars, liquors, broadcloths, silks, tobaccos, etc. They could tax them as high as they could, but permit the necessaries of life to be as free as possible. His opinion was that if a protective duty was put on a certain time should be specified for the duty to remain, so that capitalists would have some idea of what protection they would receive before investing, and he thought that that would induce capitalists to invest.

Mr. Fielding said that they were subject to public opinion as regards that, and what would be the opinion of to-day might be changed to-morrow, and legislators had always to be governed by the will of the people.

Mr. Fielding, in reply to Mr. Booth's contention that protection cheapened an article, said that they were told the very opposite, as it was stated that protection made an article dear. Take iron, for instance; the produced article was made much dearer by protection.

Mr. Booth said that protection created competition among industries at home and that made goods cheaper. They could not get cheap goods at first, but after the manufacturers had been in existence for some time the goods became cheaper.

He went on to say that coal should be made free, and Mr. Fielding asked if coal was a natural product. The people of Nova Scotia and Vancouver Island would tell them that it was as natural as lumber.

Mr. Booth said that it would be better for Ontario railways to have coal free, as it would assist in stimulating trade. Railways had done a great deal for them, but it was well understood that investors had made nothing out of them. They would be able to treat their employes better and be able to pay a dividend to the investor.

Mr. Reford, Montreal, was the next to address the Commission. He said, with regard to pork, that the Canadian article was very much better than the American, and it was becoming of very considerable importance.

Speaking as to the duty on lumber, Mr. Reford said that he would ask that the imposition of the duty on saw logs be imposed. The Americans were getting the Canadian timber for next to nothing, and their forests were being thinned down and the country had nothing to show for it. Canadian lumber was sold here for $4 per 1,000 feet to Americans, and that was away below the actual price. He thought that an export duty would stop this depletion, and he expressed the hope that measures would be taken to prevent the cutting of trees under a certain size.

Mr. Fielding said that with regard to the imposition of an export duty on lumber, he thought it hardly fair to take for granted that the United States intended to be unfriendly

to Canada with regard to her lumber interests, and Mr. Reford referred to the published statement of the Commission at Washington, that a duty should be imposed on Canadian lumber, as an indication of an unfriendly feeling.

NOTE.—The report of Mr. E. B. Eddy's evidence before the Commission is unavoidably held over till next week.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

T. KINNEAR & CO. are in receipt of a carload of Le Roy's dairy salt "Perfection" brand, in bags, boxes and little barrels.

The Davidson & Hay, Ltd., offer choice evaporated apples at a low figure.

"Rising Sun" stove polish, 5 and 10c. sizes, is selling well with Lucas, Steele & Bristol.

Lucas, Steele & Bristol have some splendid codfish in quintals; also B.C. salmon in half-barrels.

The demand for mince meat increases with each season. T. A. Lytle & Co. report the heaviest holiday trade for years.

L. Chaput, Fils & Cie. ask for a trial of their "Bee" brand Ceylon tea in sack packets, handy for selling over the counter.

W. H. Gillard & Co. have made a most advantageous purchase of Rio coffee, which they are advertising in THE CANADIAN GROCER this week.

The Davidson & Hay, Ltd., claim their "Tea Cup" Japan tea in 1-lb. packages to be superior in style and liquor to any bulk Japan being offered at the same money.

L. Chaput, Fils & Cie. call attention to their special brands of Japan tea, all of the choicest May pickings. They also offer a full assortment of China, India and Ceylon teas.

A handsome grocery display case, sold by W. H. Gillard & Co., is being reduced to a low price. These cases are effective in securing sale for otherwise uncalled for goods.

A shipment of Hallowee dates is to hand with T. Kinnear & Co., which they are offering at prices lower than usual. The firm is also in receipt of a shipment of Bordeaux walnuts.

T. B. Escott & Co. have a carload of Ceylon tea and nearly two carloads of Indian arriving in a few days which were purchased at the very lowest point the market reached. "We have several hundred packages of Japans bought at the lowest price in the market, and we are still offering them at the old price," writes the firm.

ARE BUSINESS MEN TOO BUSY?

THERE has been suspicion in many minds that business is assuming too closely the level of machine work. It can be asserted, without fear of strong opposition, that the proposition is true. Business men, says The Detroit Herald of Commerce, are in the mass too much engaged with material affairs and too little engaged with the conditions that make wholesome social life, both in and out of the home.

Man possesses great capacity for development. He was not created solely for business. It was not intended that he should rush away from home in the morning, remain at his desk until noon, grab a lunch at a restaurant, remain at his desk until night and into the night, and hurry to bed for a few hours of enforced sleep. And yet the mass of business men are living about that sort of a life.

We are voluntary slaves to business in large part. It is admitted, of course, that under the social conditions of our time many men must toil. Toil is more than work. It is by work that we thrive, both physically and materially. Man was made for work, but he was not made to abuse himself by work. This he often voluntarily does, however.

Many business men fail to grasp the real purpose and opportunity of life. They assume that correct living is being successful in business, and business success is measured in the amount of money that can be accumulated. If we will investigate for a moment the nature of man and its possibilities, it will be apparent that this idea of success is too narrow. It is right that ambition for material success should exist; it is right that money should be accumulated. But it is not right that ambition should exist merely to accumulate money, for in that there is no room for proper social and moral advancement.

Gladstone, at nearly four score years and ten is still a student, while it is not uncommon, under the prevalent idea of a successful career, to cease study at 25. The example of the purely material life is bad for a community. It misleads the man who is struggling for an existence. He comes to see in it something that he can never attain to, and he becomes dissatisfied. If men of business would give more time to social advancement, they would soon call a halt on the mad race for wealth. In this plan of living business men would learn how to use money as well as how to make it, and, with that knowledge acquired, selfishness would have smaller standing-place in the world.

We can see in much of the present tendency toward social reform that a force is at work in the minds and hearts of men that gives promise of beneficent results. The idea of man's brotherhood is sweeping over the world. It has invaded India; it has gone into the islands of the sea; it has taken root in China; it is beginning to manifest itself in America in a far more practical way than ever before. What part is the business man going to have in this development? Shall he be content to be left behind, with no thought, no aspiration, no attainment outside of the narrow and contracted sphere of his money-making?

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

NATURAL figs in bags and boxes are being offered by W. H. Gillard & Co. at prices that it will pay the keen buyer to investigate.

The Davidson & Hay, Ltd., report large sales of low-grade Young Hysons during the past ten days.

Lucas, Steele & Bristol: We start the new year with the cleanest tea stock we ever had. Still have some wonderful values in 10c. Young Hysons.

"We are offering magnificent values in medium grade Ceylon and Assam teas," say the Davidson & Hay, Ltd.

H. P. Eckardt & Co.: You can make a few dollars extra by selling Armour's "White Label" soups, which have an earning power that is not easily calculated.

T. B. Escott & Co.: "Grand Mogul" is holding its own and increasing in popularity. We have just received a letter from a dealer in the west in which he says: "Send me one case 'Grand Mogul' tea, as it gives good satisfaction." This is a sample of reports we get frequently from those who handle this excellent tea.

CHANGE IN A SPICE FIRM.

Mr. J. D. Roberts, who has been with the Pure Gold Manufacturing Co. for the past ten years, during the last three years of which as junior partner and manager, has retired from the firm. He will hereafter be found with the Toronto Coffee and Spice Co., Ltd., he having entered that firm as vice-president.

HAMILTON RETAIL GROCERS.

The Retail Grocers' Association of Hamilton have elected the following officers: J. O. Carpenter, president: J. C. Boligan, first vice-president; F. R. Close, second vice-president; W. R. Harvey, secretary; C. Bremner, treasurer; C. Holt and G. Powell, auditors; J. Ronan, C. Duff, W. Smye, C. H. Peebles, A. Ballentine, Executive Committee.

WELL WORTH CONSIDERING.

Teas! Teas!!

TEAS!!!

The tea market is in "Fine Condition" just now. Besides there is the possibility of a duty being put on teas. Why not buy a few good lines and be on the safe side? We sell our teas on basis of cost, not on basis of actual market value, which to-day would mean 10 to 20 per cent. more than our prices.

We have "Remarkably Fine Values" in:

Young Hysons at 10c.
Congous at 10c.
Gunpowders at 10c.
Japans at 13 and 15c.
Our HH M Japan at 18c.
10 h/c lot 17½c.

Compare our HH M Japan with any Japs offered at 19 to 20c., but not with same price teas as we quote above, as it would mean a loss of time to you.

Hudon, Hebert & Cie.

MONTREAL.

THE DIFFERENCE IN TRAVELERS.

TWO traveling men, according to a contemporary, were discussing the peculiarities of another traveling man, and one remarked: "Why, the fellow is an ignoramus and does not know how to speak a grammatical sentence." "You may be right," replied the other, "but he knows how to sell goods, and that is what his house hires him for." "But," said the other, "how can such a man sell goods?" "I don't know," replied his companion, "unless it is because he is a gentleman." There is a good deal of truth in this statement, and it merely shows that education does not necessarily imply that the individual must be a graduate of a college. We are all familiar with the expression of "a learned fool." An education, from a business point of view, should consist of, first, good common sense and good judgment. A man may be well educated, as far as a knowledge of books, etc., is concerned, but may be sadly deficient either as a gentleman or a man of business, and if so, he is far worse than an uneducated man who possesses good, sound judgment, is a gentleman and who has a knowledge of business details. Some people who have received a good education lose no opportunity to show the world at large that they are vastly superior to the common herd of humanity, and consequently they become inveterate boors. You will only be in the society of such people a few minutes when they will either give hints or come out boldly and tell you just how much they know. Then again you will meet intelligent as well as educated people who do not try to press their importance on you, and who are as good listeners as they are talkers, and such people are a pleasure to meet. There are others who have a superficial knowledge of nearly everything, but who do not have a thorough knowledge of anything, and it does not require any long length of time to find out just what they do or do not know, for they will tell what they know at every opportunity, and you can guess at the rest. In actual business life, the plain, uneducated person who understands his line of business, and who sticks to that line, is far more to be preferred than the educated boor who gives you an impression he is conferring a favor on you by even condescending to talk to you.

"CIRCLE" BRAND TEA.

This week Lucas, Steele & Bristol, of Hamilton, have placed on the market their "Circle" brand of tea. The label has a most elegant and attractive appearance, and is totally different from anything of the kind in use in Canada. The package is air-tight, and its hygienic qualities are beyond a doubt. When its contents have been used up the container can be used for various purposes, and will be found a useful adjunct to the housekeeper's pantry. The new and improved machinery employed in the manufacture of the package is a surprise to people who have seen it. The cases of "Circle" tea contain 60 pounds each, and are packed either all black or black and Young Hyson mixed, pounds and halves. Nothing but natural, clean tea is used in this brand. The firm's travelers have samples of both tea and package. Those on ground not covered by them can have samples on application.

GLUCOSE CHEAPER THAN EVER.

Advices received in Toronto this week note a further decline in glucose in Chicago, and the price is now lower than ever before known. The decline is owing to the dulness of trade and the desire of the manufacturers to keep business moving. It is claimed that the price of corn is not a factor.

FAILURES FOR THE YEAR.

In the Dominion of Canada (Newfoundland included) the total number of business failures in 1896 was 2,205, compared with 1,923 the year before, and with 1,873 the year before that. The contrast with the comparisons of liabilities in the United States is marked, the total being only $16,369,000, compared with $15,793,000 in 1895, and with $23,985,000 in 1894. The liabilities of failing concerns in the United States in 1896 were $247,052,343, as against $158,842,445 in 1895.

Number of business embarrassments in Dominion of Canada and Newfoundland for two years, with assets and liabilities:

	No. of Failures.		Assets.		Liabilities.	
	1896	1895	1896	1895	1896	1895
Ontario	930	800	2,402,923	2,411,692	5,924,476	6,094,214
Quebec	870	749	2,863,495	2,491,855	8,118,426	6,871,281
New Brunswick	81	67	277,800	238,605	597,331	446,394
Nova Scotia	155	114	375,167	348,070	782,520	818,088
Prince Edward Island	23	10	58,528	46,300	125,747	80,890
Manitoba	29	33	160,430	168,340	323,599	319,760
Northwest Territory	19	13	40,487	77,300	101,065	152,700
British Columbia	72	85	605,605	272,965	1,092,306	495,104
Totals, Canada	2,179	1,876	6,724,535	6,054,127	16,208,460	15,317,931
St. Pierre et Miquelon	2	....	42,000	.....	95,000	.....
Newfoundland	24	47	26,722	245,050	66,116	445 628

THE CITY AND THE COUNTRY GROCER.

MANY country grocers feel aggrieved because their townspeople leave them and patronize the city grocer, without looking into the matter to find why. There is only one reason why the average consumer prefers to trade with the city grocer rather than the one in his own town, and that is because he gets better goods or better or quicker service. Nine times out of ten this discrepancy or inferiority in the country grocer's service is unnecessary. Nine times out of ten he could prevent a dollar's worth of trade going to the city grocer if he would.

In some ways the country grocer can undeniably not compete with the city dealer.

In more, he can compete with him. He can compete with him in the quality of his advertising, in the promptness of his service, in the quality of his goods, the way they are sent out, and, more often than not, in the price. He can compete with him, in brief, in the way of making his customers feel that they are, to the fullest degree, in safe hands.—Grocery World.

PREDICTED CALIFORNIA ORANGE SLUMP.

A CALIFORNIA correspondent has sent to The Grocery World a copy of an interview with H. K. Pratt, a prominent orange handler of Redlands, Cal., who predicts a decided slump in California oranges a little later in the season. He states that about 200 cars of oranges have already been shipped from Southern California, with a probability of nearly that number in the next ten days. This he believes, will weaken the market to a very low point. As yet it is said that eastern buyers have purchased a small percentage of the crop. The demand has not been overly large, and there seems to be but little confidence among fruit men. There is also fear of repeated rejections.

Mexican oranges are said to be worrying the Californias to a considerable extent. They are selling in car lots in the Central West at $1 less than California navels, laid down, and the Mexican oranges are sweeter than the Californias and come in better sizes.—Grocery World.

PERSONAL MENTION.

The friends of Mr. W. H. Seyler, of the Eby, Blain Co., will be pleased to learn that his little child, August, has been discharged from the Isolation Hospital, where he had been for three weeks suffering from diphtheria.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

AS might be expected, the after-holiday quietude still obtains in the wholesale trade of Toronto, the orders, as a rule, being of a hand-to-mouth character. The exception is probably confined to teas, the demand for which continues good. The sugar markets generally are steady, while yellows in New York on Saturday last advanced 1-16 to ⅛c. per lb. The only effect this has had upon the local market is to impart a little more confidence. Purchases of sugar here are limited. Syrups and molasses, while quiet at the moment, are expected to experience a better demand with colder weather. Canned goods are in fair demand for the season. Foreign dried fruits are quiet, and the only feature of interest in them is a further advance in the primary market.

CANNED GOODS.

The demand for canned vegetables is fairly good for this time of the year. Some houses are experiencing a good trade in extra sifted canned peas. There is a fair quantity of cheap salmon on the market which retails at 10c. per tin, and this line the demand seems to be chiefly for at the moment. We quote standard brands as follows: Tomatoes, 65 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, $1.15 to $1.30; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.75 to $2.00; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.37½ to $1.40; "Maple Leaf," $1.37½ to $1.40; Lowe Inlet, $1.30 to $1.35, in tall tins; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.10 to $2.30 for tall tins; flats, $2.75 to $2.85; half tins, $1.50 to $1.55; Canadian canned beef, 1's, $1.20 to $1.35; 2's, $2.30 to $2.50; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

There is not much enquiry for green coffees and the market is weak and unsettled. We quote green in bags: Rio, 15 to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

SYRUPS.

Some nice dark syrups are being offered, but they are not inducing sales. With continued cold weather a better demand is looked for. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Quiet and unchanged with an improved demand looked for. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The local sugar market continues quiet at unchanged prices. Dealers have been buying from hand to mouth, not taking a barrel more than they can avoid. There has been a little request for dark sugars during the past week or ten days, but this grade of sugar is scarce, although a few more are being offered. On Saturday in New York yellow sugars advanced from 1-16 to ⅛c. per lb. The former fraction represents the advance in the two lower grades. The market in New York has a steady tone, and there is a promise of increased business. The raw market, both for cane and beet sugar, is strong. Wholesalers' quotations for granulated are unchanged at 4 to 4.10c., and yellows range from 3.30 to 3.75c. per lb.

SPICES.

Business in spices is quiet and prices unchanged. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

NUTS.

There is a scarcity of filberts on the market, some houses having none at all. We quote: Brazil nuts, 11 to 12½c.; Valencia

BANNER GLOBE

Washboards are A1.

Try them in your next order.

Best 25c. Washboard

WALTER WOODS & CO.

Hamilton

MEADOW SWEET CHEESE . . .

Put up in 3½ and 7 oz. packages, and in 8½ oz. white pots. Stylishly packed. Quality unequalled. Quick seller, good profits and perfect satisfaction.

Address . . .

Meadow Sweet Cheese Co.

Box 2321, Montreal.

INCREASE . . .

117 PER CENT.

OVER LAST YEAR.

"SALADA"

CEYLON TEA

has had the above phenomenal increase during 1896. We propose that it will increase 200 per cent. during 1897.

DO YOU want to sail with us? If so, drop us a line at

25 Front St. East - - TORONTO
318 St. Paul St. - - - MONTREAL
15 Niagara St. - - - BUFFALO

DON'T OVERLOOK
the fact, that your customers want
"SURPRISE SOAP"

THE ST. CROIX SOAP MF'G CO.
ST. STEPHEN, N. B.

If you are a first-class grocer you keep first-class Soap; that is **Surprise Soap.**

shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; hickory nuts, $1.50 to $2 per bushel; Canadian walnuts, $1 per bushel.

RICE, TAPIOCA, ETC.

There is no new feature to note in this line. We quote: Rice, Standard "B," 3⅜ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

The market is probably receiving a little more attention than is usual at this season, on account of the possible change in the duty, wholesalers buying whatever is showing extra good value. There have been a number of transactions in all kinds of teas except Japans, which are being neglected at this point, and for two reasons: (1) Smallness of supplies and (2) the high prices asked by holders. Low-grade China green teas at from 11 to 12c. are scarce and wanted. Ruling prices on the Toronto market to retailers are: Young Hyson, 21 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

A private cable received on Monday announced another advance of 9d. per cwt. in the price of currants in Patras. The local market is quiet and unchanged. We quote: Provincials, 4⅛ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; Patras, 5 to 5⅛c. in bbls., 5 to 5⅛c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are quiet and firm. The little buying that is being done is by retailers who have been, as a rule, buying in small quantities all the season. Those who bought early in the season are apparently still well supplied. The grade of fruit most wanted is selected, and it is scarce, some houses having none at all. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Malaga raisins are receiving little or no attention, but the fruit now in stock is the better kind, for which a demand is usually experienced later in the season. We quote as follows: Blue baskets, $2.25 to $3.50; Dehesa clusters, $3.50 to $4; Non Plus Ultra, $6; Imperial bunches, $5.75 to $6; Imperial Russian clusters, $5 to $5.50.

The demand for figs is almost nil. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

There is very little doing in dates. We quote 7 to 7½c. for Hallowee and 6½ to 6¾c. for cheaper grades.

A few transactions are reported in California prunes, but in other kinds no new business is reported. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California,, 90 to 100's, 6½c. per lb.; 30 to 40's, 11½c.

California evaporated prunes are quiet and unchanged. We quote: Choice peaches, 25-lb. boxes, 10½c.; Royal apricots (fancy), 15c.; fancy egg plums, 10c.; fancy silver prunes, 13c.

GREEN FRUIT.

Valencia oranges are cabled 6d. per case dearer in Liverpool. Oranges locally are

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

BUTTER, EGGS & POULTRY

Quick Sales and Prompt Returns

Graham, McLean & Co.
Produce Commission Merchants
77 Golborne St. TORONTO.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . .
140 Princess St.
Market Square
WINNIPEG

MY BUSINESS COMMISSION

SALES TO JOBBING TRADE ONLY.

Coffee, Rice, Dried Fruit, Sugar, Spices, Canned Meats, Teas, Canned Goods, Smoked Meats, Evaporated Apples, Dried Apples, White Beans.

And all Lines handled by Wholesale Grocers. Write me with samples and prices.

E. NICHOLSON
124 Princess St., WINNIPEG.
Successor to W. F. HENDERSON & CO.
Wholesale Commission Merchants.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings
AND
American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC.

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

Direct Importers

ORANGES
LEMONS
DATES
FIGS
NUTS

FRUIT

You should **GET OUR PRICES** before placing your orders.

Clemes Bros., Toronto

not as much wanted as they were and prices are lower. The demand for lemons is good. Cranberries, considering the quantity of apples on the market, are in good demand. The liberal supply of turkeys, and their cheapness, is the cause of this. We quote : Oranges — Jamaicas, $3.50 to $3.75 per box ; ditto, barrels, $7; Valencias, ordinary, 420's, $3.75 to $4.25 per case; large, 420's, $5.25 to $5.50; 714's, $4 to $4.50 per case ; Mexicans, $3.25 to $3.75 per box ; Floridas, $4.50 per box ; California navels, $3.75 to $4. Lemons —Messinas and Palermos, $2.25 to $3 per box for choice to fancy ; cocoanuts, $3.75 a sack and 60c. per doz.; apples, $1 to $1.25 per bbl. for red fruit or greenings, and 75c. for ordinary ; onions, 75c. per 80 lb. bag for Danvers and $1 per crate for Spanish ; cranberries, $7 per bbl. for Jerseys; $5 to $5.50 for Canadians and Nova Scotians ; cases, $2 to $2.50 ; bananas, $1.50 to $1.75 ; Almeria grapes, $5 to $7.

BUTTER AND CHEESE.

BUTTER —Is still dull, scarcely anything doing. Large rolls are glutting the market and there is still a great deal of poor quality butter coming forward. To effect sales of any size it is necessary to shade price. We hear of one transaction of 30 cases of large rolls at 11c. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice ; low-grade to medium, 8 to 10c.; pails and crocks, 12 to 13c.; large rolls, 11 to 13c.; pound prints, 13 to 14c. Creamery—Tubs, 18 to 19c.; 1-lb., blocks, 19 to 20c., according to make.

CHEESE—There is not much doing and prices are much about as before. We quote early makes at 10 to 10½c. and local makes at 10½ to 10¾c. per lb.

COUNTRY PRODUCE.

BEANS—There is scarcely anything doing. Stocks in the hands of country dealers are reported to be large and it is expected that there will be a great deal of old stock on the market. We quote 50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

DRIED APPLES—Some contracts are being fflled on export account, but no new ones are apparently being made, there being little or no demand. There is nothing scarcely doing on local account either. Exporters are paying 2½c. f.o.b. for prime stock and jobbers are quoting ordinary to choice at 2 to 2¾c. per lb.

EVAPORATED APPLES—Dull, with holders asking 3½ to 4c. f.o.b., which is more

MORROW & EWING

General Commission Merchants
13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

"SHIPPERS ATTENTION"

Reference—Bradstreet's.

Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

Rutherford, Marshall & Co.
General Produce and Commission Merchants

Established 1892.

62 FRONT ST. EAST - TORONTO.

JAPAN JAVA
MOUNT ROYAL
RICE
MILLS BRAND
PATNA BURMAH
D. W. Ross Co., Agents.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO.
79 and 81 JARVIS ST.
... TORONTO.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
and ROYAL NAVY CHOCOLATE
FAMOUS BLEND COFFEE

Send your orders to

THE COWAN CO., Ltd.
470 King St. East, Toronto

G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**
42 SCOTT ST TORONTO.

PURE CANDY FOR HOLIDAY TRADE.

BON BONS CREAM MIXED TOYS LOVE DROPS	ROYAL MIXED DIAMOND MIXED TAFFY MIXED NOVELTY MIXED	FRENCH CREAMS WALNUT " MIXED BON BONS CHOCOLATES	GUM DROPS CON. LOZENGES LOVE GEMS BUTTER CUPS

Manufactured by

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound, Ont.**

than exporters are willing to pay. Jobbers' quote 4 to 4½c. in small lots.

EGGS—The market is firmer, the receipts having fallen off during the past week, while the demand is fair. We quote: Limed, 14 to 14½c.; fresh gathered, 17 to 18c.; new-laid, 20 to 21c.

MAPLE SYRUP—The sale is fair at 70 to 80c. per gallon.

POTATOES—The market is dull and weak, with sales on the track at 25c. per bag. Out of store 35 to 40c. is asked.

POULTRY—The market is pretty well cleaned up. Geese are scarce and during New Year's sold up to 8c. per lb. Ducks are scarce and wanted. Turkeys are plentiful and cheap. We quote: Chickens, 30 to 40c. per pair; turkeys, 6 to 7c.; geese, 6 to 6½c.; ducks, 60 to 70c.

HONEY — Dull and unchanged. We quote: Strained, 7c. in 60-lb. tins, and 8c. in 5 and 10-lb. tins; comb, $1.50 to $1.75 per dozen.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are light. We quote: Wheat, 88½c. for white and 86½c. for red, and 66 to 67c. for goose; oats, 21 to 23½c.; peas, 44c.

FLOUR—Business is fairly good and prices as before. We quote in carloads on track, Toronto: Manitoba patents, $5.30; Manitoba strong bakers', $4.90; Ontario patents, $4.75 to $5.25; straight roller, $4.30, Toronto freights.

BREAKFAST FOODS—Prices are a little lower and business quiet. We quote: Standard oatmeal and rolled oats, $3.20 in bags and $3.30 in bbls.; rolled wheat, $2.70 in 100-lb. bbls.; cornmeal, $2.40 to $2.50; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH AND OYSTERS.

The conditions are much the same as a week ago. Business is quiet. We quote as follows: White fish 7½c.; trout, 7c.; Pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $5 to $5.50 per bbl. and $2.25 to $2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.10 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 7c.; sea herring, $1 to $1.25 per 100; smelts, 7 to 10c. Oysters are quoted at $1.25 to $1.35 for standards, and $1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

Trade in provisions is still quiet with prices as before. Packers claim that quotations, in view of the prices ruling for hogs, should be higher, and they are looking for an advance in hams and meats. There are not a great many dressed hogs coming forward. They are quoted at $4.50 to $4.65 for heavy weights, and $5.25 for light weights.

DRY SALTED MEATS—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9½ to 10c.; medium, 15 to 20 lbs., 10½c.; small hams, 11c.; backs, 9½ to 10c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7c.; tubs, 7¼c.; pails, 7½c.

BARREL PORK—Canadian heavy mess, $12 to $12.50; Canadian short-cut, $12.50 to $13; clear shoulder mess, $10 to $10.50.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7½c. Dealers pay 6½c. for No. 1, 6c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lambskins, 85 to 90c.

WOOL—The market is steady. Dealers are paying 21 to 22c. for combing fleece, 17c. for rejections. Pulled supers are 20 to 21c. and extras at 22 to 23c.

SALT.

Trade continues fair at unchanged prices. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PETROLEUM.

The price of Canadian oil and American water white are ½c. lower. Business continues brisk. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Yellow sugars are dearer in New York.

Valencia oranges are cabled 6 to 9d. per case dearer in Liverpool.

A cable to Watt & Scott reports an advance of 9d. per cwt. in the price of currants.

Eleven carloads of oranges, or 3,000 boxes, have arrived within a week for Clemes Bros. This is believed to be the largest consignment ever received by one firm in Toronto. It is the intention to auction the fruit off in the course of a few days.

OUEBEC MARKETS.

MONTREAL, JAN. 7, 1897.

GROCERIES.

BUSINESS has hardly resumed its normal proportions yet, but there were indications this week of a reviving interest. In every case, however, demand and enquiry is confined to and regarding goods for actual wants. No buyer seems disposed to reach out ahead. Values generally are steady. Sugar shows little change, except that low-grade yellows have been shaded in some instances at the refineries. Syrups continue lifeless, while the firm feeling in molasses in fully maintained. The same

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will be your customers once they use the celebrated

ENGLISH : : :

Club Pickle

Cases 2-doz.

This is the perfection of fine Table Delicacy.—None to beat them.—Price, $3.25 doz.—Try a case.

There is ONE brand of Salmon

that stands at the head of all Cohoes fish—that brand is **"ANCHOR."**—It is the cleanest, finest and richest Salmon packed.—Try a case or sample.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

can be said of spices and rice, which are strong in tone. Scarcity of Maracaibo and corresponding strength continues the feature of the coffee market. Japan teas were also enquired for by jobbers and some round lots changed hands at firm values. Dried fruit, nuts. and other lines were practically motionless.

SUGAR.

The sugar market has exhibited little alteration as yet, demand being confined strictly to actual wants. Jobbers' stocks are understood to be of small compass, but the fact fails to spur them into any buying except of a hand-to-mouth character. At the refineries yellows have sold, it is claimed, under 3⅛c., but the sales were hardly a fair criterion. At any rate, there is no change in the jobbing basis. Granulated is offered in invoice lots f.o.b. refinery at 3⅞c., which is ½c. lower than what is asked for it in New York. In a jobbing way we quote: Granulated, 4 1-16 to 4⅛c. and yellows 3¼ to 3¾c.

SYRUPS.

There has been no change for the better in the syrup market. Demand continues dull and the easy feeling ruling for over a fortnight is still dominant. We quote 22 to 35c. as to grade.

MOLASSES.

The firmer feeling in Barbadoes molasses is quite as marked as it was last week. No great activity is noted, however, for the reason that supplies are extremely light and holders are not urging sales. No round lots are now obtainable from first hands under 28½c., which is a gain of 1½c. in less than two weeks. As a result of this continued strength, we quote a higher range in a jobbing way at 30 to 32c. as to quality, and some sellers refuse to sell at the inside.

RICE.

There has been little change in rice during the past week. We quote: Crystal Japan, $5 to $5.25; standard B., $3.70; Patna, $4.75 to $5.25; Carolina, $6.75 to $7.75, and Java, $4 to $4.25.

SPICES.

Demand for white and black pepper and a good enquiry for nutmegs have been leading features of the spice market. We quote: Pure black pepper, 10c.; pure white, 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

There is little change in coffee. Enquiry for Maracaibo is fairly active and prices on it are firmly held. Other descriptions are slow. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18 to 20½c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

A fair demand has been noted for Japan teas, and quite a few round lots have changed hands between dealers. In a jobbing way, however, the market is quiet. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c.

Leonard Bros.

Wholesale Fish Merchants

ST. JOHN, N.B., MONTREAL AND TORONTO

Ask your wholesale grocer for

Leonard's 1-lb. Cod, in blocks and 5 and 20 lb. boxes, and 1-lb. "Gem of the Sea," in 21-lb. boxes

(GUARANTEED)

We are also putting up . . .

New Haddies, Kippers and Yarmouth Bloaters.

"Always a Best" . . In Everything

We have the BEST in the canned fish line

GOLDEN FINNAN HADDIES

Are the BEST. They are Delicate, Delicious and Appetising. If you sell the GOLDEN brand Haddies, it will be the finest DRAWING CARD you can get.

Every can guaranteed or money refunded.

NORTHRUP & CO.

Packers' Agents.

St. John, N.B.

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

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Saratoga Potato

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Grocers sell them.

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must be good, safe, and profitable enough for every Grocer to handle, **COTTAMS BIRD SEED** occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

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Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

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FOR EXPORT.

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

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25 and 27 Church street,
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Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

A Luxury

that your customers will appreciate at this season of the year is a plump, juicy ham or a side of delicious Breakfast Bacon. We can supply you with both, and at prices that give you a good profit and still give the luxury to your customers at reasonable price.

The "Star Brand" Hams and Bacon cannot be excelled.

F. W. Fearman
HAMILTON

for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

Business in Valencia raisins continues much the same as it was. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

There is no change in California raisins, which are firmly held as follows: 2-crown, 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Sultana raisins continue quiet and steady at 7 to 12c., as to quality.

There is no change in Malaga which are dull at $1.50 to $4.50.

The currant market is unchanged and reflects no disposition to swing with the firm foreign advices. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes are quiet and steady as last noted. We quote: French 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's., and 7 to 8c. for 70 to 80's.

Figs are without change at 9½ to 11c, as to grade. Demand is fair.

Dates move quietly at 5 to 5½c. for ordinary brands.

There is a moderate enquiry for evaporated California fruit, and we quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c. as to brand.

NUTS.

Demand for nuts has fallen off with the end of the holidays. We quote as follows: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoanuts, $5 per 100.

CANNED GOODS.

The canned goods market exhibits little change. Business is quiet and prices generally steady. We quote: Tomatoes, 75

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We know it because
The Wholesaler sells more. The Retailer sells more
The Customer buys more.
It pays to handle such goods.
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Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
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THIS is the time for you to lay in your Christmas Stock of
SMOKED MEATS, PURE LARD, Etc.

This is the PLACE to procure your stock. Our "Maple Leaf" Brand Smoked Meats and Pure Lard are positively unexcelled.

D. GUNN, BROS. & CO.
PORK PACKERS,
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ORANGES
Special Fancy California Washington Navels. Fancy New Valencias.
Fancy Messina Lemons,
Malaga Grapes, New Nuts,
Figs and Dates. . . .
HUGH WALKER & SON
GUELPH, ONT.

to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, $2.90 to $3 for 3's, $1.90 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

Salt fish rule dull and there is little demand for fresh frozen fish at this writing. Values generally are steady as follows: Labrador herrings, $4.75 per bbl.; No. 1 N.S., $3.75 to $4 per bbl., and $2.25 to $2.35 per half-bbl.; No. 1 draft green cod, $5 to $5.25; No. 1 do., $4.50; No. 2, $3.35 to $3.50; No. 1 green haddock, $3.50; No. 1 Lake trout, $3.90 to $4 per keg; No. 1 white fish, $5 per barrel; small Labrador salmon, $12.50 to $13; No. 1 B. C., $6 per half-bbl., and $12 per bbl. to arrive; No. 1 halibut, $7.50 to $8 per bbl.; tongues and sounds, $7.50, and salt eels, 4½ to 5c. per lb. Fresh tommycod, $1.25 to $1.40 per bbl,; haddock, 3¼ to 3½c.; frozen salmon, 11 to 12c.; halibut, 8c., and Manitoba pickerel, whitefish and trout, 6½c. per lb.; smoked haddies, 6 to 7c.; Yarmouth and Bay bloaters, 90c. per box; kippered herrings, $1.30 to $1.50; ciscoes, 75c. per basket of 100 fish, and medium smoked herring, 10 to 11c. per lb. Dried cod, $4 per cwt.; pollock, $1.90 to $2 per 100 lbs.; skinless cod, $4.50 to $5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb. Malpeques, $5 to $5.50 per bbl.; Buctouche, $4.50 to $5; Miramachi, $3 to $3.50, and ordinary, $2.50 per bbl.

GREEN FRUIT.

The green fruit market has ruled extremely quiet this week. Lemons rule rather easy as to value, and the same can be said of Valencia oranges, which are plentiful and cheap. Jamaicas, on the other hand, are scarce and firm. California oranges are showing excellent flavor, and sell at steady prices. We quote: California oranges, $4 to $4.50 per box; Florida oranges, $5 to $5.50 per box; Jamaica oranges, $6.50 to $7 per bbl.; Valencia oranges, $3.75 to $4 per box; lemons, $2 to $2.75 per box, and $5 per chest; pears, $2 to $2.50 per keg; cranberries, $4.50 to $5 per bbl.; Spanish onions, 85c. per crate.

APPLES.

The apple market continues quiet and unchanged at 90c. to $1.40 for No. 1, and 40 to 85c. for No. 2.

DRIED APPLES.

There is little life in dried apples, and we quote 3 to 3½c. in small jobbing parcels, while jobbers bid 2½ to 3c. for them laid down in Montreal. Evaporated apples are quiet at 3¾ to 4¼c., as to quality.

COUNTRY PRODUCE.

EGGS—There is no change in the situation of the egg market. Demand is slow and prices unchanged. We quote: Montreal limed, 14 to 14½c.; western ditto, 13 to 13½c.

BEANS—Only a small jobbing trade doing at 80 to 85c. in car lots, and 90 to 95c. in a jobbing way.

POTATOES— Potatoes continue slow at 35 to 40c. per bag in car lots, and 45 to 50c. in a small way.

ONIONS—Continue quiet at $1.50 to $1.60 per bbl. for red, and $1.75 for yellow.

HONEY—Dull, ranging from 8 to 10c. for comb honey in cases, with extracted 7½ to 9c.

HOPS—Without life, at 11 to 12c. for choice 1896, and fair to good 8 to 10c., while yearlings offer at 5 to 6c.

DRESSED HOGS—Dressed hogs are 15c. lower, at $4.75 to $4.85.

PROVISIONS.

The only change in the local provision market was the easier feeling in pure Canadian lard, and the very outside figure obtainable for round lots is 6½c., while in a small way 7c. is paid. The demand for all lines is limited. New packed Canadian pork is offering at $11 to $12, and old is selling in a small way at $10 to $10.50 per bbl.; pure Canadian lard, in pails, at 6½ to 7c., and compound, refined, at 5¼ to 5½c. per lb.; hams, 9 to 10c., and bacon, 8½ to 9½c. per lb.

FLOUR, MEAL AND FEED.

The early days of the week witnessed a good demand for flour, several thousand sacks being put through for export also to Great Britain. Locally, winter wheat patents are selling at $4.70 to $4.85; Manitoba spring wheat, patents, $5 to $5.30; strong bakers', $4.50 to $5; straight rollers, $4.25 to $4.50; and in bags, $2.10 to $2.25.

The demand for oatmeal continues of a limited character, and the market is quiet and about steady at $3.40 to $3.50 per barrel for rolled oats, and $1.70 to $1.75 per bag. A fair business was done in feed, and values rule about steady. Manitoba bran, $10 to $10.50 per ton, including sacks; Ontario, $9.25 to $9.50 in bulk; shorts, $11 to $12; mouillie, $15 to $16. Enquiry for hay in small lots was fair, and the market is firm at $10.50 to $11 for No. 1, and at $9 to $9.50 for No. 2 per ton in car lots.

CHEESE AND BUTTER.

Values on finest September cheese are firmly held at 10½c., and it is understood that further business has been put through over the cable at a figure equivalent to that price on spot. In late October and November goods trading ranges all the way from 9½ to 10c., as to quality.

The butter market was quiet and about steady. Shippers are paying 18¼ to 18½c. for creamery, and for really finest stock, which is very scarce, a fraction more would probably be given. In a jobbing way creamery is selling at 19c., and western roll at 13.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Jan. 7, 1897.

IN this the first letter or report for another year the St. John correspondent extends to all the readers of THE CANADIAN GROCER best wishes for a prosperous year. In wholesale business there is very little moving, and for this reason there is little change in values. They tend easy on account of the slight demand, the more as in the case of flour and oatmeal the goods in stock were bought at prices much lower than those now ruling. Quite an effort is being made to boom St. John and the province generally as a summer resort by a local organization called the Tourist Association. Already much good work has been done. We feel assured that if the advantages of our province were better known the already very large number traveling this way in the summer would be very largely increased. The Maine Central have taken the matter up and the January, February and March numbers of their official organ will give a large amount of space to this matter.

OIL — The dealers are now beginning to book spring orders for lubricating oils, for which this province is a very large market. While we have a number here in the business, both American and Upper Canadian houses send travelers here, who all get a share of our trade. Burning oil shows no change. There is still quite a quantity moving. Empties come in to local dealers quite freely. We quote: Best American, 19½c.; best Canadian, 18½c.; prime, 16c.

SALT—St. John is one of the large receiving ports for Liverpool coarse salt. While at present there is only the regular demand, the large quantity which arrives here by steamer goes promptly into comsumption. Prices in car lots from steamer's side are quoted lower than we give below. We quote: Coarse, 48 to 50c., factory-filled, 90c. to $1: 5-lb. bags in bbls., $3.25; 10-lb. bags,

Heinz's Pickles

sauces, etc., add a pleasant piquancy to a meal, that multiplies many fold the pleasure of eating it.

POPULAR SPECIALTIES

Heinz's Baked Beans with Tomato Sauce
Sweet Pickles, Tomato Chutney
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Who was the man?

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in bbls., $3; butter and cheese salt, bulk, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, $2 per case of 2 doz.; Canadian fine, $1.

CANNED GOODS—There is a firm feeling, but not the demand to really settle prices. While corn, peas, and tomatoes were sold at even prices early in the season, this is no longer the case, both peas and tomatoes ruling 10c. above lowest price. Corn is still low. One retailer, in sending out a circular, wishing to quote low prices and still make a profit, quoted two grades: Corn, 5c. per can, and best corn, 7c. One retailer offers 3 cans for 20c. Lobsters are about out of the market. We quote: Corn, 65 to 70c.; peas, 75 to 80c.; tomatoes, 75 to 80c.; gallon apples, $1.80 to $1.90; corned beef, Canadian, $2.25 to $2.35; American, 2-lb. tins, $2.40 to $2.50; 1-lb. tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.34 to $1.45; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.90 to $2; pineapples, $2.25 to $2.75; salmon, $1.30 to $1.40; lobsters, $2.20; haddies, $1.25 to $1.30; clams, $5 for 4 doz.; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.; American peaches, 3's, $2.25.

GREEN FRUIT—Is, if possible, more quiet than other lines and will be so, as for two months little is done. The Valencia oranges now here run small in size, but will improve with later importations. Lemons, which have been ruling higher, are quoted lower this week. Apples show no improvement; quite a number of auction sales have been held lately. In round lots good Bishop Pippins have changed hands as low as $1 per bbl. Malaga grapes are quoted higher; they are about out of the market. We quote cranberries rather lower. A few California oranges are being received. We quote: Lemons, $3 to $3.50; Valencia oranges, $3.25 to $3.50 per case; apples, $1 to $1.50 per bbl.; keg grapes, $7 to $7.50; cranberries, Cape Cod, $5 to $6 per bbl.; bog cranberries, native, $3 to $5; pines, $1.50 per doz.

DRIED FRUIT—Merchants are still waiting for new dates. About 100 cases are all that have so far arrived in this market. An extra price was obtained for these, so the delay had that advantage. Others are now daily expected. Raisins and peels are well cleaned up. A car of California raisins were sold here this week, the first car since the advance. The market is very firm. In California prunes there is less demand than usual. There appears no demand for the evaporated fruits. While only introduced a few years, the demand is rather tending backward. Currants tend higher, and this leads to more barrels being bought. Onions show a fair movement at full prices. The low price of peanuts has caused quite a quantity to be bought by our merchants. We quote as follows: Valencias, 5 to 6c.; California L.M. 3-crown, 7 to 7½c.; London layers, $1.75 to $2.00; currants, cases, 4¾ to 5c.; bbls.. 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7½c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 6c.; dates, 4½ to 5½c.; dried apples, 3c.; evaporated apples, 4½ to 5c.; Canadian onions, $2 to $2.20; cocoanuts, $4 to $4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; citron peel, 17 to 18c.; orange and lemon, 13 to 14c.; Valencia layers, 6¾ to 7c.; California 4-crown L.M. raisins, 8 to 8½c.; Imperial cabinets, $2; Dehesas, $2.50 to $3.25.

DAIRY PRODUCE.—Market is dull. Canadian creamery is being quoted much below ours. A small quantity comes here, but the butter trade is dull. Eggs show less demand, with prices of case eggs easy. For hennery stock high prices are asked. There is but a limited movement in cheese. The quantity exported by local dealers is small, chiefly because the stocks here were not large. The higher prices from last season ruling on the other side has had an affect on the consumption. We quote: Dairy

butter, 16 to 18c.; creamery, tubs, 20c.; prints, 20 to 22c. Cheese, 10½c. Eggs, 17 to 18c.

SUGAR—There is nothing to report. Fair stocks are held, and there is little movement. It is thought rather better prices will rule with the opening of the spring trade. Quotations are sometimes shaded a little for round lots. We quote: Granulated, 4 to 4⅛c.; yellows, 3¼ to 3½c.; Paris lump, 5¼ to 6c.; powdered, 5¾ to 6c.

MOLASSES—The New Orleans now coming to hand is in some cases very fine. It must not be thought, however, that all New Orleans is alike, for while some shipments run very even (much more so than West India goods), it can be bought at any price and the price rules the grade. The dark qualities lose very much in flavor. The best quality is low in price compared with West India molasses, and has the advantage of being in smaller packages. In West India molasses prices tend rather firmer. We quote: Barbadoes, 27 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.

FISH—As noted last week, just at present the demand is dull. During the holidays the people eat something better than fish, or, at least, the tendency is to other grades of food, particularly poultry. In smoked herring the feeling is a little firmer again. Frozen cod and herring, while so far not arriving in very large quantities, are equal to demand. The need of better pickled herring is much felt. Smelts find a better market. Fresh smoked haddies are being shipped west freely. They are a splendid fish. We quote: Large cod, $3.25 to $3.50; medium, $2.75 to $3; pollock, $1.20 to $1.25; bay herring, $1.35 to $1.40 per half-bbl.; smoked, 6 to 7c.; shad, half-bbl., $5 to $5.50; boneless, 2½ to 8c.; frozen herring, 60 to 70c. per 100; bloaters, 60 to 70c. per box; kippered, 90 to $1 per box; Barrington herring, $3 to $3.25 per bbl.; Shelburne, $3.50 per bbl. Frozen cod, 2¼c. per lb.

PROVISIONS—There is no change to note. The stock of lard held is quite large, and prices still rule quite low. In smoked meats there is a light movement. Each year our wholesale grocers seem to give less attention to this branch. The line is not a satisfactory one to handle. We quote: Clear pork, $13.50 to $14; mess, $13 to $13.50; plate beef, $12 to $13; hams, 10 to 11c.; rolls, 7½ to 8c.; pure lard, tubs, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—The market at the time of writing appears to rather gain in firmness, though there is no change here. Prices keep about 5c. above mill prices, as dealers are making a fair profit. As they have to stand full declines, they should get the full benefit when prices go the other way, but in a small market this is almost impossible. Stocks are beginning to get low. Oatmeal is off a little, but, as in flour, holders still have a good profit. Stocks are quite large. Beans are again easier, being almost at low-water mark. Oats are quiet, and, it is thought, a little firmer. Hay dull. Cornmeal shows no change from the low price which has now ruled so long. There is a good, steady demand. Native buckwheat rather lower. We quote: Manitoba flour, $5.75 to $5.80; best Ontario, $5 to $5.10; medium, $4.70 to $4.80; oatmeal, $3.50 to $3.65; cornmeal, $2; middlings, $14 to $15; bran, $13.50 to $14; oats, 32 to 35c.; hay, $11 to $12; barley, $3 to $3.10; round peas, $1.10; split peas, $3.10 to $3.25; beans, hand-picked, 95 to $1; prime, 90 to 95c.; yellow eye beans, $1.25 to $1.50; yellow buckwheat meal, $1.20 to $1.25; grey, $1.75 to $2.

ST. JOHN NOTES.

The steamer Alpha has discontinued for the season her trips between St. John and Yarmouth.

It is currently reported that Newfoundland will make every effort this year to get reciprocity with the United States.

Smelt fishing on P.E. Island is quite active and profitable, some catches amounting to $20 to $30. The run so far on the Restigouche, N.B., has been small. Quite a number of large cod have been caught in the nets, which is unusual.

N. W. Taussig & Co., New York, are making large shipments of New Orleans molasses to this port. The quality is fine in color and flavor. J. Hunter White, the local representative, states that more merchants now handle this grade of molasses than during any previous season.

T. S. Simms, our local broom manufacturer, is just home from Chicago, where he bought his season's supply of corn. While he found the price low, it was higher than last season, and a further advance is expected. Mr. Simms starts this week for British Columbia on a business trip.

THE GROCER regrets to learn that Geo. Sterling, agent for the Dominion Atlantic Railway here, is to be transferred to Kentville. He had made many friends here, particularly among the merchants. Our best wish to his successor, A. D. Hewitt, is that he may fill the position with the same satisfaction.

Calendars, cards, etc., are the order of the day. Since our last report THE GROCER would acknowledge the following: From Smith & Tilton, perhaps the neatest card of the season, with the compliments of the McKay Milling Co.; also a neat booklet published by J. & J. Colman; a note book, particularly well bound, from T. H. Estabrooks, tea importer; and very pretty calendars from C. & E. Macmichael and Jos. Finley, wholesale grocers, and W. A. Porter, retail grocer.

THE GROCER regrets to report the total wreck of the steamer Warwick, of the Donaldson Line, bound from Glasgow to St. John, within a half day's sail of this city. The cause of the accident is not yet known, but as she was far out of her course, there is no fear of the accident being taken as an evidence that St. John is a dangerous port.

The merchants and manufacturers are looking forward with not a little interest to the visit of Sir Richard Cartwright and the Hon. Mr. Fielding to our city during this month to receive evidence on the tariff. These gentlemen have also an invitation from the Board of Trade of Chatham to visit that town during their trip west.

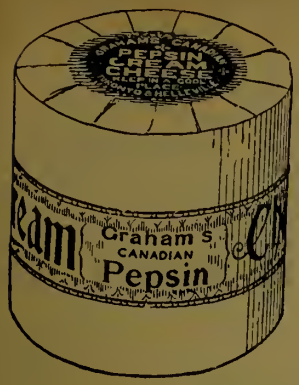
THEIR ANNUAL REUNION.

The employes of the Balfour company, wholesale grocery firm, Macnab street north, Hamilton, held their annual reunion at the residence of St. Clair Balfour, head of the firm, Tuesday night. There was a jolly crowd present, and the thorough enjoyment was greatly added to by the untiring efforts of Mrs. Balfour to please and entertain her guests. There was a supper, and afterwards a toast list, with singing, speech-making, etc. One of the interesting items of the evening was a presentation to L. Fraser, the northern traveler of the firm, who has just completed 21 years of service as an employe. On behalf of his fellow-employes, Mr. Balfour handed to the popular traveler a handsome diamond pin. Another pleasant feature was the announcement received by telegram from Toronto that Fred Smye, another of the firm's travelers, had just been elected to the directorate of the Commercial Travelers' Association. The gathering broke up with cheers for the host and hostess and good wishes for the continued prosperity of the firm.

WHAT THE "IDEAL" PACKER DID.

We have been shown an affidavit of two boys who packed in one day of ten hours on the "Ideal" tea packer 4,400 half-pound lead packets of tea. P. C. Larkin & Co., Toronto, are the patentees of this popular packer, which they are weekly shipping to all parts of the world.

Hudon, Hebert & Cie. are offering exceptional values in Young Hyson, Congous, Gunpowders and Japan teas this week. Full particulars, prices, etc., are given in their regular advertisement.



GRAHAM'S PEPSIN CHEESE STILL LEADS

Try it and be convinced.

Pure **APPLE JELLY** (unsweetened) for the following price during January only, viz. :—

In carload lots, 7 and 14 lb. pails ..... 3c. per lb. f.o.b. Kingsville, Ont.
In ton lots " " " ..... 3½c. " " " "
In smaller quantities, 7 and 14 lb. pails ..... 4c. " " " "

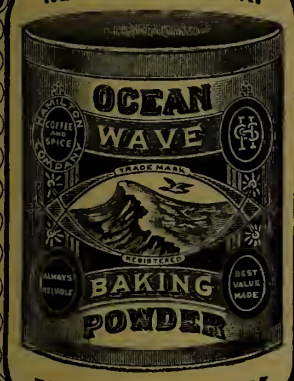
OUR MINCEMEAT IS HAVING A BIG SALE NOW

Don't forget our PURE CIDER VINEGAR at 10c. per gallon f.o.b. Belleville.

Toronto Office :
519 King Street West

R. J. GRAHAM
Belleville

NEVER SOLD IN BULK.



PLEASES EVERYBODY

FOR THE
Whitest
Lightest
and
Sweetest
Cakes

USE

Ocean Wave Baking Powder

Manufactured by the

Hamilton Coffee and Spice Co.

HAMILTON, ONT.

NEW YEAR'S TRADE

...SPECIAL OFFERS OF...

Finest Malaga Raisins, Figs, Shelled Almonds, Shelled Walnuts.

ABOVE GOODS ARE OF BEST QUALITY, AND OUR PRICES ARE LOW.

We will give Special Quotations for our

Celebrated P. Richard's Brandy

GOLD LABEL.
SILVER LABEL.
WHITE LABEL.

The quality of this Brandy is unequalled for price.

WRITE FOR PRICES AND SAMPLES.

LAPORTE, MARTIN & CIE.

...Wholesale... Grocers

Montreal

"There are Others" . . .

Good, bad, and indifferent. If you want the BEST insist upon getting "LORNE" Brand Canned Fruits and Vegetables. Packed from the choicest sound stock, retaining the natural delicious flavor of the fresh article.

Agents . . . WARREN BROS. & CO., Toronto.

POWER OF THE SMALL PACKAGE.

THE man with grapes, dried fruit, almonds or other produce to sell invariably finds a full, and frequently a glutted, market. These conditions are chronic and his goods reach markets that have like goods, and in very large quantities. These are graded as to qualities and sizes, but even in grades the man with something to sell finds the sharpest sort of competition. His product may be the finest grown; so is the other fellow's, and both are placed alongside each other waiting for a change of ownership. Equally tempting as to quality, both are seeking a customer. Under such circumstances is it not reasonable to suppose that the goods in the most attractive appearing and most generally convenient package will be the first to find a purchaser?

It is with much pleasure that the California Fruit Grower notices the growing popularity of the carton. It believes that the practice of exposing for sale certain fresh fruits, and all dried or cured fruits as well as nuts, in neatly got up cartons or boxes of from one pound to five pounds, or, in cases, ten pounds' weight, will stimulate the purchase and consumption of such goods as nothing else will, or can. The appreciation of fruit is inherent in almost everyone, and nearly everyone would be regular customers if only it could be obtained easily and in a proper package. How many men are there in this country, and women also, who have no home in the complete sense of that word? How many are there who earn fair and regular salaries but who occupy a single room only, or at best, a couple of rooms? That their number is large is certain, and a large proportion of such will purchase little luxuries when it comes in a one-pound or two-and-one-half or five-pounds carton, who would do without if served to them by the retailer in a paper bag or other untidy package.

This is also true of the smaller households of the country, as well as of individuals. A sack of almonds, a sack or large box of prunes, raisins or other fruit, or a large, ungainly box of grapes, do not appeal to the eye as does a small, convenient package. Many a customer in a store gives no thought to the large bag of almonds, who would be instantly attracted should the eye fall upon a one-pound package of the nuts. A sack or a large box of dried fruit will not reach the purse nearly as quickly as will a carefully filled, neat appearing carton. The small, handy, attractive package is a salesman in itself of large proportions. The tendency toward the small package is marked everywhere, and this, it is confidently believed, will largely increase the consumption of California's products and stimulate its industries.

No village is so remote from trade centres or sources of supply that one cannot obtain a single glass or bottle of beer, and no village should be so remotely situated that one could not obtain in it a pound of almonds, walnuts, prunes, raisins, peaches, apricots, or other fruit, and in exchange for coin, to have it served neatly, cleanly or conveniently.—California Fruit Grower.

WALNUT-GROWING IN EUROPE.

WALNUTS are, to a certain extent, grown all over Europe, but in most countries, such as Germany, Belgium, Holland, etc., the yield is small, and some years not sufficient to supply the home demand, the deficit being supplied from the more favored walnut-growing countries. Thus it will be seen (says the American Consul at Zurich) that France, Italy, and Austria-Hungary are the only countries raising that article in quantities for export.

The French walnut-growing districts are the departments of Dordogne, Correze, Lot, and the Grenoble district, in the department of Isere. The latter are of especially fine quality, being of the soft-shell variety, large, white meat, and running uniformly. These nuts yield the grower from 93 to 105 francs per 100 kilograms (about 8 to 9.18c. per American pound). The latter price is for Grenoble nuts. The crop in France this year is good. It compares favorably with former years and is as good as in 1895. The 1895 crop was above the average and that of 1894 below. The principal points of export for France are Bordeaux, Marseilles, and Havre. The trees in France are not subject to scale, blight, or other diseases. The orchards are mostly small and owned by farmers.

The Italian walnut-growing districts are the Neapolitan provinces around Naples, Castellamare di Stabia, and Sorrento. The points of export are Naples and Sorrento. In Italy, this year's crop compares favorably with former years. Last year's (1895) crop was one-fourth less than a medium crop and somewhat inferior to the average. The principal growing district is Piassio di Sorrento. The trees are, to some extent, owing to climatic influences, subject to scale and blight diseases. The walnut brings on an average $9.25 per 100 kilograms, or from 4¾ to 5¼c. per American pound. The extent of orchards is the same as in France.

The walnut-growing districts of Austria are in the lower part of the empire, or what is known as "Nieder Oestreich." In first line, comes what is known as the Steiermark, where the crop is a medium one; second, Mahren, a good crop; and third, Bosnia, where the crop prospects are excellent. Last year's crop was a light, medium one in the above named districts, and the nuts, as a rule, are poor, not well filled, small, and of the hard, thick-shelled variety. In Hungary, the districts of Nagy, Banya, and Grosswardein produce an excellent nut of good quality, large, white-meated, and well filled, and, as my informant tells me, compares favorably with the French Marbeaux nuts. No figures as to prices are given. The point of export for Austria-Hungary is Trieste. Trees are hardy and not subject to diseases, as scale, etc.

HOW TO KEEP CIDER SWEET.

The following scientific method of treating cider to preserve its sweetness is recommended, says Meyer Bros.' Druggist: When the saccharine matters by fermentation are being converted to alcohol, if a bent tube be inserted air tight into the bung, with the other end into a pail of water, to allow the carbonic acid gas evolved to pass off without admitting any air into the barrel, a beverage will be obtained that is a fit nectar for the gods.

A handy way is to fill your cask nearly up to the wooden faucet when the cask is rolled, so the bung is down. Get a common rubber tube and slip it over the end of the plug in the faucet, with the other end in the pail. Then turn the plug so that the cider can have communication with the pail. After the water ceases to bubble, bottle or store away.

Every Can

Of "Kent" Tomatoes is filled exactly the same. Filled with choice ripe fruit. The cans are absolutely solid with Tomatoes, all the juice being run off. When you sell a can of these Tomatoes to your customers, you are giving the fullest measure possible. We guarantee each can. You run no risk in handling our brand.

Agents . . .
Wright & Copp, Toronto.
Rose & Laflamme, Montreal.

THE KENT CANNING CO.
CHATHAM ONT.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.
Send for Catalogue and Price List.
C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL

LYTLE'S JAMS and JELLIES

TAKE FIRST PLACE

Because of their purity, fresh flavor and keeping qualities.

Put up in glass and wood. Write for prices.

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

RIO COFFEE

EXTRA CHOICE SELECTION.

Now in store Ex. SS. Catania.

WARREN BROS. & CO.
85 and 87 Front St. East, Toronto.

KINCORA CEYLON TEA

Is fast becoming one of the most popular package teas on the market.

JOHN SLOAN & CO.
Wholesale Agents
TORONTO

Holds the Record

"Excelsior Coffee"

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

HALLOWEE DATES

Choicest Quality

DIRECT SHIPMENT JUST TO HAND

PERKINS, INCE & CO.
TORONTO.

CATALOGUES, BOOKLETS, ETC.

USEFUL FOR CLERKS AND MERCHANTS.

THERE is no need for the merchant to go back to his store aad begin "blessing" his assistants because he has forgotten to order some line at his wholesale house. The Pure Gold Manufacturing Co. are issuing a neat little leather-covered note book that will entirely do away with this, and all that they ask is that you send in your name and enclose a one-cent stamp for postage. It has a pencil attached and also a pocket for stamps and memos.

THERE IS ONE FOR YOU.

The Hamblin & Russell Manufacturing Co., Worcester, Mass., hardware and standard wire goods, have issued their new catalogue for 1897. It is a credit to any firm. The illustrations of the different classes of goods manufactured by them are numerous and exact. This firm also invites correspondence with inventors and will manufacture patented articles in iron, tin, wood, brass, wire, etc., on royalty and place them on the market. Patentees should make a note of this. Every retail hardware man should have one of these catalogues as it would be quite an addition to his desk. They will send a copy to any address on receipt of a postal card asking for one.

THE E. B. EDDY CO.'S CALENDAR.

The E. B. Eddy Co., Ltd., of Hull, Que., has issued its calendar for 1897. The calendar is unique and attractive. The most striking feature of it is the bird's-eye view on each page of the mammoth works of the firm, with a glimpse of Ottawa in the distance. Running through the pages are a number of phrases brightly put. Here are some of them: "Things seen are greater than things heard of"; "This is the largest of its kind and one of the most unique establishments under the British flag"; "E. B. Eddy's matches—here since 1851;" "E. B. Eddy's daily production of paper is 45 tons;" "Climatic variations do not affect E. B. Eddy's matches;" "E. B. Eddy's washboards prevent many an aching back."

L. CHAPUT, FILS & CIE.

The calendar issued by L. Chaput, Fils & Cie., wholesale grocers, Montreal, is both attractive and interesting. What chiefly make it so are the views which are given of the three different buildings which the firm has occupied since its organization in 1842. The first shows an unpretentious two-storey building with a floor space of about 8,500 square feet. This building, at Commissioners & Peter streets, was vacated in 1872. The second view shows a four-storey building on the same site, with a floor space of 21,000 square feet. This building did duty till 1889. The third and last view shows the fine building, with a floor space of 50,000 square feet, at present occupied by the firm. Every grocer in the country should send for a copy of L. Chaput, Fils & Cie.'s calendar.

A NEAT LITTLE REMINDER.

J. S. Mitchell & Co., iron and hardware merchants, Sherbrooke, Que., are this year remembering their friends with a neat and useful little pocket note-book in Russian leather. This firm makes a specialty of a variety of lines, which are enumerated on one of the pages. The pocket-book is vest-pocket size, and is just the thing for a busy merchant. Those who have not yet received one should write the firm for one.

A PAINT TRADE HUNTER.

The Walter H. Cottingham Co., Ltd., Montreal, are distributing a booklet among the trade, dealing with the Sherwin-Williams paints. The booklet is oblong, is printed in three colors, is illustrated, and is bright and inviting. "We want your paint business. We don't want all of it, but we want the part that requires good paint," is the terse and pointed way in which the reading matter starts off. A neat folder, giving further information regarding the Sherwin-Williams paints, accompanies the booklet.

THE PEDLAR ROOFING CO.

The Pedlar Metal Roofing Co., of Oshawa, are becoming famous for the annual catalogues, etc., which they issue. This year they have exceeded rather than otherwise their previous efforts in this line. Their catalogue proper contains 96 pages of liberally illustrated matter regarding the great variety of lines manufactured by the firm. But the chief interest is centred in the "Art Metal Interior Decorations," as the catalogue illustrating the interior decorations made by the Pedlar Metal Roofing Co. is called. This particular catalogue contains 56 pages, and is a beautiful piece of work. The aim sought is to illustrate from photographs and sketches the patterns of the interior decorating metals of the firm, and well is the aim accomplished, for the very samples themselves could scarcely convey a better idea of the patterns. The Pedlar Roofing Co. is to be congratulated upon its enterprise. The officers of the company are: G. H. Pedlar, general manager; G. H. Pedlar, Jr., assistant manager; Nellie Pedlar, secretary-treasurer; Grace Pedlar, correspondent.

CANNED GOODS IN THE STATES.

In a circular dated January 2, Thomas J. Meehan & Co., of Baltimore, say of the canned goods market: "There has been a lively market here during the past week, monopolized almost entirely by tomatoes. Several large jobbers realized that they might have to pay more money for tomatoes after the new year set in, and they decided to place their orders between Christmas and New Year's, thereby anticipating their competitors. All the full standard 3-lb. tomatoes offered at 65 to 67½c. have been cleaned up, and the market to-day is firm at 70c. regular terms. It would be difficult, we believe, to buy a large block of tomatoes in this section even at that price. Two-pound standard tomatoes have advanced to 55c., and gallons range from $2.10 up. The balance of the list is firm, and prices are well maintained in spite of the usual quiet business during the month of December. The canned goods market starts the new year on a firmer basis, and with a stronger upward tendency than it has had for a long, long time."

Hon. Elijah A. Morse, M.C., who is the sole proprietor of the firm of Morse Bros., Canton, Mass., has served in the United States National House of Representatives eight years as a representative of one of the most historic districts in the old Bay State. He still continues in the active management of the business, and the popularity of the "Rising Sun" stove polish well illustrates the force of his business methods.

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.
Montreal : : Toronto

For . . . . .

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

Want to Do More Business this Year?

Good Goods Will Make Your Business Better

A little satisfactory purchase often insures a customer's steady trade — the paying kind of trade. One sale at a large profit may cost you the trade of a steady customer. The careful, successful grocer always is sure of the quality of a line of goods before he supplies them to a customer.

Crown Brand Flavoring Extracts

are of **known** purity and strength. We make them in forty different flavors. We allow nothing to adulterate their purity—nothing to weaken their strength. We want you to try how your customers would like them. If they are not in every way satisfactory return them and get your money back.

THAT IS OUR GUARANTEE.

Goods We Handle Make And Keep Customers

Robert Greig & Co.

MONTREAL.

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !
Skilfully Blended ! !
Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

CONTINUED POPULARITY

Always of the highest quality, Carr & Co.'s Fancy Biscuits have retained their popularity since first manufactured, half a century ago. The grocer who means to do a good business must keep the goods that appeal to the public taste.

Do you keep Carr & Co.'s Biscuits in stock? You are losing business by not doing so. Send in a trial order for "Cafe Noir," your customers are sure to like them.

Sole agents for Canada

Robert Greig & Co.

MONTREAL

BRITISH GROWN TEAS

..FROM..

Ceylon and India

are pure, and unlike those of China and Japan are not rolled by hand---they are clean.

British grown Teas are displacing China's and Japan's teas in all parts of the world. Even our "American Cousins" to the south are falling into line and buying.....

CEYLON AND INDIAN TEAS.

Will you be wise in 1897 and do the same?

WINDFALLS AND UNCLAIMED MONEY.

"THAT there be as many miseries beyond riches as on this side of them," as Izaak Walton observes to Scholar, deters no one in the pursuit of fortune. But the sudden possession of unexpected fortune has proved to many people as great a trial as its sudden loss. Only, like Sam Weller, most folks wish that somebody would just try and ruin them in that way. A sudden access of fortune or misfortune tests a man's stability of character and greatness of mind. Sir Walter Scott noted in his journal after his failure: "If I have a very strong passion in the world it is pride, and that never hinged upon world's gear, which was always with me, light come, light go." That same strong passion made him sit down at his desk when well-nigh three-score to redeem an overwhelming burden of debt. His efforts were so far successful, but mind and body gave way under the strain. Mark Twain (Samuel L. Clemens), one of the most successful authors of modern times, likewise, through unsuccessful business speculations, at sixty years of age started lately on a lecturing tour round the world to retrieve his fortunes. Had John Ruskin earned the fortune of £157,000 left him in hard cash by his father, it is possible he might have disposed of it in a different way. The year 1877 was his last appearance as a rich man, after allowing himself about £3,000 for a holiday at Venice; he meant at that time to invest a sum in the Funds sufficient to bring him in £1 a day. But his publisher, Mr. Allen, has come between him and poverty, and a re-issue of his works at popular prices has meant a handsome annual income to the author of "Modern Painters." His first fortune went in this way: One-third of it was invested in mortgages, whereby he lost £20,000; he handed over a sum of £17,000 to poor relatives; another sum of £17,000 was freely lent to a cousin, to whom he forgave the debt. His gifts to Sheffield and Oxford absorbed £14,000, and as he lived considerably above his income at £5,500 for many years, his capital soon ran low. So that to get rid of a fortune is easy enough; the "Jubilee Plunger," managed to go through a quarter of a million in two years. George Peabody, who gave away more than one and a half millions during his lifetime, half a million of which was for industrial homes in London, said this giving was really a victory over a naturally parsimonious disposition. But he did not become suddenly rich; his wealth was gradually acquired, the result of ability and energy, coupled with great opportunities which he was able to utilise. Cornelius Vanderbilt, the American millionaire, boasted in his eightieth year that he had made £200,000 for every year of his life. "Secret? There is no secret in it," he said, when once asked the question as to how he managed this. "All that you have to do is to attend to your business, and go ahead."

Thomas Brassey, the well-known civil engineer, father of the present Lord Brassey, who laid out at least £78,000,000 of other people's money in his various contracts, and probably deserved the £2,500,000 which fell to his share, was a philosopher in regard to money. When a French viaduct gave way, landing him in a loss of at least £30,000, his one thought was how quickly he could get it built up again. His own loss never engaged his attention. To his friend Bartlett, at the time of the panic, when it was believed he had lost £1,000,000 of money, he said "Never mind, we must be content with a little less; that is all."

The class, however, which is sometimes envied are those who become suddenly rich by what are known as windfalls or unexpected fortunes. Some have their heads turned, and if lacking in self-control their good-fortune may ruin them; others, who have been of a miserly turn before, become greater skinflints than ever. It takes prudence and a well-ordered mind to keep the balance level.

A "HIGH UP" DINNER.

According to custom, J. L. Prescott & Co., New York, manufacturers of Enameline stove polish, entertained their salesmen in New York for their Christmas holidays, and on New Year's eve to a banquet. This year the banquet was on a more gigantic scale than usual. It was held at the New Commercial Club, on the fourteenth storey. It was a "high old" dinner, and in every respect a fourteen-storey affair. Full justice having been done to the good things a few hours were spent telling drummers' yarns, making witty speeches, varied with good songs and sparkling wines. During the evening P. M. Berry, their manager, read an interesting paper on "The Growth of Enameline," beginning with the time that the entire output could be taken daily in a wheelbarrow to the station from their North Berwick factory, up to the present, when the output of their Jersey City factory amounts to from three to four carloads per day.

At the dinner there were 56 salesmen, who cover the different distributing points throughout the United States, and W. H. Dunn, of Montreal, who looks after their Canadian interests. Their salesmen in England held their banquet in London. They have 18 salesmen there, and a crew of about 30 advertising men. At the present time they have representatives in every civilized country in the world. After the dinner the different salesmen dispersed for their territories, only to meet again in July at their club in North Newry, where every summer they have a re-union for six weeks holidays.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1841 IS THE BEST.

ASK FOR MOTT'S

The wise grocer does not compete with Sugar, but looks and points with pride to the extra value of the

TEAS he offers

Our sales of Teas for 1896 were enormous, but we want 1897 to eclipse all past efforts. We will make it worth your while to help us break all past records.

INDIANS
CEYLONS
JAPANS
CHINAS
} All grades

T. B. ESCOTT & CO.
LONDON, ONT.

COCOANUT?

Yes,

It's all right!

SCHEPP'S

Improved Shredded and Edelweiss Brand Thin Strip have no equal.

They are the Standard goods with first-class trade. . . . . .

Factory, 6 and 8 Bay St. **TORONTO**

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . . CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

The "Vacuum" System

of making salt is as far ahead of the old-time methods as the modern roller system of making flour is ahead of the old stone process. When your customers once get using the **"Windsor" Salt** made by the "Vacuum" system, they will want no other. Suppose you write to us for prices on a car lot.

Toronto Salt Works

128 Adelaide Street East

TORONTO, ONT.

Toronto agents for the Windsor Salt Co.

INDIAN FAMINE AND THE TEA CROP.

A LONDON firm of tea dealers has this to say regarding the effect of the famine in India on the tea crop :

"It is hardly possible to think of India just now without being depressed by the appalling famine which has so sorely smitten that densely-populated empire. Though our Government can and will save the lives of many millions who would otherwise perish, it will be impossible to prevent the awful misery of starvation, extending over many months, with resulting life-long weakness. Though the famine will not appreciably affect the quality or quantity of Indian tea, it is indirectly a disaster to the British planter, for the doubling of the price of rice means nearly doubling the cost of cultivating his crop. Under every contract between the tea garden coolie and his employer the latter is bound by the Government to provide for staple food—rice—which the coolie may require for his family at a price not exceeding a certain normal limit. If rice is cheaper, the cunning coolie can buy his rice elsewhere, but so soon as the market price touches the stipulated limit, he and his family flock to their master's granary and demand all they want at a price which already in this famine is but half that which the planter has to pay. Fortunately the drought has come too late to lessen the new season's growth of leaf in the Indian gardens, so the tea-loving English public will get their tea at the same price as usual. As to the general quality of this year's output, it may be classed as 'average,' and whilst '96 will not be known as a 'vintage year' in tea, the leaf this season is very good."

DEMISE OF MR. WM. CRAIG.

Mr. Wm. Craig, merchant and ex-M. P., of Russell, breathed his last at his home in Duncanville, Russell, on Friday night. Mr. Craig had been unwell for some time past, and went to Ottawa about four weeks since, entering the Protestant Hospital for special treatment. He remained but a couple of weeks, however, as, learning more fully the nature of his ailment, and that there was little hope for a cure, he returned to his home a few days since and gradually sank from heart trouble. Mr. Craig was a prominent business man in the county he represented in Parliament for four years, and was very highly respected.

Durability is economy. Morse Brothers' "Sun Paste" stove polish has durable qualities which make it a favorite with the trade and the housekeeper. It does not rust or eat the boxes, and does not deteriorate on the grocers' shelves. It gives and holds a brilliant lustre, which makes it a favorite in the hands of the customer.

Nothing Succeeds Like Success

First-class quality and handsome appearance is what makes our **"White Moss Brand"** in such demand.

Our new handsomely lithographed package will greatly add to the appearance of your shelves for the Holidays.

Goods are strictly up-to-date and prices lowest. We manufacture all grades and pack to suit the trade.

For sale by all first-class wholesale grocers throughout the Dominion.

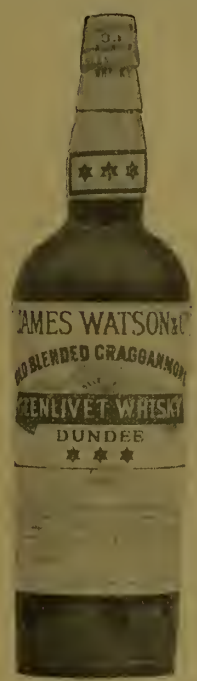
SEE CURRENT PRICES.

Manufactured only by . . .

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL



Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

SOAP AND WATER

May be good for cleaning and scrubbing, but it's a well-known fact that there's something better. The grease and dirt and stains of ages quickly vanish before

SILVER DUST WASHING POWDER

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W. H. TONKIN, general merchant, Liskard, has assigned to Richard Tew, Toronto. He owes about $1,000.

The McKellars, grocers, Glencoe, are meeting their creditors.

Robertson & Co., grocers, St. John, N.B., have suspended payment.

Albani Lamarre, grocer, Montreal, has fyled consent of assignment.

Margaret C. Cameron, general merchant, Durham, N. S., has assigned.

Geo. W. Newcombe, general merchant, Canning, N.B., has assigned.

C. Johnston & Son, creamery, Athens, has assigned to John Cawley.

Isabella Sinclair, general merchant, Elora, has assigned to W. H. Gordon.

Joseph Cloutier, general merchant, St. Raymond, Que., has assigned.

C. A. Mercier, general merchant, Montmagny, Que., has compromised.

O. Gignac & Fils, saw and planing mill, Quebec, are offering to compromise.

E. S. Belasco, cigars, Montreal, has compromised at 20c. on the dollar, cash.

Lynch & Budgeon, grocers, Winnipeg, have been closed out by the creditors.

Anthony Walker, wholesale and retail confectionery, Montreal, has been granted an extension.

J. W. Flatt & Co., general merchants, Greenway, Man., have assigned to W. Georgeson.

J. D. Mathers, groceries and dry goods, Ruscom Station, has assigned to R. Pinchin, Windsor.

Crawford, Lynch & Co., general merchants, Orillia, have called a meeting of their creditors.

Lewis McConnell, lumber, Sunnidale, has assigned to W. G. Fisher, and a meeting of creditors is called for the 15th inst.

E. Seeber, general merchant, Carlsruhe, Ont., has assigned to A. Goetz, and a meeting of creditors will be held on the 12th inst.

A meeting of the creditors of the Grogan Co., grocers, Kouchibouguac, N.B., has been held, and W. H. McLeod appointed assignee.

B. McDonald, general merchant, Flesherton, has assigned to A. S. VanDusen, and a meeting of creditors will be held on the 13th inst.

Mann Bros., general merchants, Kearney, have assigned to J. H. Knifton, Parry Sound, and a meeting of creditors is called for the 12th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

John H. Bentley and A. C. Layton have registered a partnership in Halifax to carry on a commission produce business under the style of Bentley & Layton.

Gariepy & Co., produce, Montreal, have dissolved.

Heywood & Kitchen, grocers, Chatham, have dissolved.

Fink & Co., general merchants, Lunenburg, N.S., have dissolved; D. J. Rudolph continues.

McDonald & Dunning, general merchants, Cumberland, are dissolving. W. W. Dunn retires.

R. J. Sweet & Co., wholesale grocers, Halifax; co-partnership registered by John E. Ellis and Geo. H. Foster.

M. Hubaw & Co., grocers, Sault au Recollet, Que.; Magloire Hubaw and Jos. M. Hubaw registered as proprietors.

T. F. Courtney, groceries and liquors, Halifax, has admitted J. D. Curry as partner under the style of T. F. Courtney & Co.

J. R. Siteman, groceries and liquors, Halifax, has admitted W. T. Holland as partner under the style of J. R. Siteman & Co.

Joseph L. Black, general store and lumber, Sackville, N.B., has admitted Frank B. Black as partner under the style of J. L. Black & Son.

J. H. Dionne and T. Jacques have formed a partnership to carry on business as general merchants in Garthby, Que., under the style of Dionne & Jacques.

SALES MADE AND PENDING.

McDougall Distillery Co., Halifax; sheriff's sale advertised.

Wm. Penny, general merchant, Mattawa, has assigned to R. Small.

The stock of J. Barsalou & Co., grocers, Montreal, has been sold at 46c. on the dollar.

The stock of Mrs. O. Boucard, general merchant, Chicoutimi, Que., has been sold.

The stock of L. A. H. Hogle & Son, general merchants, Pike River, Que., has been sold at 56c. on the dollar.

The stock, etc., of the estate of Geo. Armstrong & Co., grocers, London, are advertised to be sold by auction on the 12th inst.

CHANGES.

Goldsmith & Hague, flour and feed, Alexander, Man., are out of business.

H. W. Healy, grocer, London, has sold out.

J. Hillman has started a general store in East Angus, Que.

Lequille Store Co. has opened a grocery store in Lequille, N.S.

John Hill, general merchant, Glen Annan, has removed to Wingham.

David Fraser, flour and feed, Virden, Man., has added a line of groceries.

Moise Laurance, general merchant, St. Jean de Matha, Que., has sold out to C. E. McConnell.

N. D. McKinnon, general merchant, Badjeros, Ont., has been succeeded by Hay & Phillips.

Otto Wile, general merchant, Bridgewater, N.S., are closing up their branch at New Germany.

The Medicine Hat Trading Co. is the name of a new firm that has recently opened up in Medicine Hat.

A grocery, flour and feed business has been opened out in Edmonton by A. Beckett. Thomas Bellamy has started a general store in the same place.

FIRES.

G. H. Kerr, general store, Middle Sackville, N.S., has been burned out; insurance, $1,400.

The stock of Fraser, Viger & Co., groceries and liquors, Montreal, has been damaged by water and smoke.

DEATHS.

J. S. Morse, flour and provisions, Wolfville, N.S., is dead.

F. B. McKenzie, of F. B. McKenzie & Co., produce, Brandon, Man., is dead.

CLARK'S
Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

GERMAN BEET SUGAR INDUSTRY.

The extent of the German beet sugar industry is shown by United States Consul Monaghan at Chemnitz, who, in a report to the State Department, says 958,128 tons were exported in the past fiscal year, and the home consumption was estimated at 668,860 tons, the latter being an increase over the previous year of 116,165 tons. The consul says the industry has made huge strides in a dozen years with intelligent Governmental aid, but its manufacturers were energetic as well. He thinks that, particularly in Ohio and Nebraska, beet planting should take the place in part of the raising of meat and grain where competition is sharper, and that the United States ought to supply its own sugar. This he thinks can be accomplished with Governmental as well as popular encouragement.

The Hilliard House, Rat Portage
The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA
The most nutritious Cocoa
1-4 lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE
or COCOA-NIB EXTRACT.
A light, refreshing beverage.
1-4 lb. Tins. 6 lb. Boxes.
Special Agent, C. E. COLSON, MONTREAL

Smoked Hams
Smoked Rolls
Pure Lard
UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED
PARK, BLACKWELL & CO., Ltd.
Wholesale Pork Packers
TORONTO

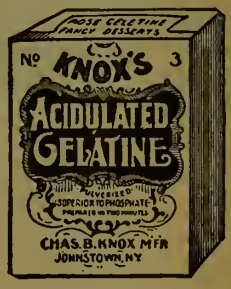
Salt
When you want it for any purpose, please write us.
VERRET, STEWART & CO.
Montreal

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

TRY A PACKAGE OF OUR "CLUB HOUSE"
A Perfect blend of the finest
INDIA and CEYLON TEAS
For which we are sole agents in America.
It will please your customers.
J. F. RAMSAY & CO.
Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

KNOX'S . . . . . GELATINES

RETURNED to Mr. Richards in this office Jan. 13/97



make the finest Jellies.

They are clear and sparkling and are the Standard for Purity.

REMEMBER OUR BICYCLE OFFER.

A. E. Richards & Co., Hamilton, Ont.
SELLING AGENTS

C. B. Knox, Johnstown, N.Y.
MANUFACTURER

Keen's Mustard

has been selling for the last **400 YEARS** and the sales are still increasing. This is convincing proof of its hold on public favor.

Absolutely Uniform in Quality . .

F. MAGOR & CO., AGENTS, MONTREAL.

CURRENT MARKET QUOTATIONS

Toronto, Jan. 7, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

½ lb. tins, 4 doz. in case	per doz.	$ 0 75
¼ " 3 "	"	
1 " 2 "	"	2 00
3 " 1 "	"	6 50
5 " ½ "	"	10 00
10 lb. boxes	per lb.	16
30 lb. pails	"	16

PURE GOLD.

5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
2½ lb. cans, 1 and 2 doz. in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 60
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 80
4 oz. cans, 4 and 6 doz. in case	1 25
10 cent can	0 90

Ocean Wave—

No 10 (1½ oz.) 4 doz. cases, round or square	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round	1 80
1 lb., 2 doz. cases, round	2 00
3 lb., ½ " " "	5 75
5 lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—

Size 1, in 2 and 4 doz. boxes	$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. OILLARD & CO., PROPRIETORS.

Diamond—

1 lb. tins, 2 doz. in case	per doz.	1 20
½ lb. tins, 3 " "	"	90
¼ lb. tins, 4 " "	"	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars	$1 25
1 lb. glass jars	2 00
1 lb. sealer jars	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases	$0 75
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins 2 to 4 doz. cases	2 00
Kitchen Queen, ¼ lb. tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
¼ No. 4	$4 00
½ No. 6	4 50
½ No. 8	7 25
¼ No. 10	8 25

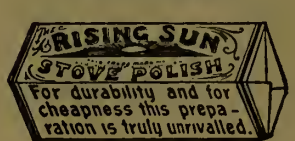
THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per doz
New York Dressing, 1 doz. cases	0 7
Spanish Satin Gloss, " "	1 0
Crescent Ladies' Dressing, 1 doz. cases	1 7½
Spanish Glycerine Oil Dressing	2 0

BLACK LEAD.

Reckitt's Black Lead, per box	$1 1
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polis 7oc doz	Per r. 7 2



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes	4 50
Sun Paste, 10c. size, ¼ gross boxes	10 00
Sun Paste, 5c. size, ¼ gross boxes	5 00

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bottles	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed	0 07
Warblers Bird Seed	0 06¼
Belgian Bird Seed	0 06
International Bird Seed	0 05½
German X Bird Seed	0 05
German Bird Seed	0 04½
London Bird Seed, bulk 25 lb. cases	0 05
Bird Gravel, 1c. pkts., 24 in case	0 06
Bird Gravel, 5c. pkts., 18 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

CORN BROOMS

CHAS. BOECKH & SONS.

Carpet Brooms—	per doz. net.
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

Tastes Differ

in regard to the degree of stiffness required in certain articles, but when it comes to a question of what starch gives the best results, popular sentiment goes strongly in favor of . . . . .

EDWARDSBURG STARCH CO.
Cardinal, Ont.

EDWARDSBURG STARCH . . . .

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.
Apples, 3's	$0 70 $0 95
" gallons	1 65 2 25
Blackberries, 2	1 75 2 00
Blueberries, 2	0 75 0 85
Beans, 2	0 65 0 95
Corn, 2's	0 50 0 75
Cherries, red pitted, 2's	2 00 2 25
Peas, 2's	0 60 0 75
" Sifted select	0 80 0 95
" Extra sifted	1 15 1 30
Pears, Bartlett, 2's	1 65 1 75
" 3's	.... 2 40
Pineapple, 2's	1 75 2 40
" 3's	2 40 2 50
Peaches, 2's	1 65 2 00
" 3's	2 50 3 00
Plums, Green Gages, 2's	1 60 1 80
" Lombard	1 50 1 70
" Damson Blue	1 15 1 40
Pumpkins, 3's	0 70 0 90
" gallons	2 10 2 25
Raspberries, 2's	1 50 1 80
Strawberries, 2's	1 65 1 95
Succotash, 2's	.... 1 15
Tomatoes, 3's	0 65 0 75
Lobster, talls	2 10 2 30
" flats	2 75 2 85
Mackerel	1 20 1 30
Salmon, Sockeye, talls	1 35 1 45
" " flats	1 40 1 75
" Cohoes	1 15 1 20
Sardines, Albert, ¼'s tins	.... 0 13
" " ½'s tins	0 20 0 21
" Sportsmen, ¼'s genuine French high grade, key opener	.... 0 12½
Sardines, Sportsmen, ½'s	.... 0 21
Sardines, key opener, ½'s	0 16 0 18½
" " " " ¼s	0 10½ 0 11
" " " " ½s	0 18½ 0 19
Sardines, other brands 9¾	11 0 16 0 17
" P. & C., ¼'s tins	.... 0 23 0 25
" " ½'s "	.... 0 33 0 36
Sardines, Amer., ¼s "	.... 0 04½ 0 09
" " ½'s "	.... 0 09 0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00 11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb	1 10 1 15
Kippered Herring, 1-lb	1 6 1 90
Herrings in Tomato Sauce	1 70 1 90
Herrings in Shrimp Sauce	2 00 ....
Herrings in Anchovy Sauce	2 00 ....
Herrings a la Sardine	2 40 ....
Preserved Bloaters	1 85 1 90
Real Findon Haddock	1 85 1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans		$1 20	$1 35
" " " 2 "		2 30	2 50
Comp Corn Beef 4-lb. can		....	....
" " " "		7 75	8 25
" " " 14 "		15 00	16 00
Minced Callops 2 "		....	2 60
" " 2 "		2 60	2 65
Lunch Tongue 1 "		3 40	3 50
" " 2 "		....	6 00
English Brawn 2 "		2 75	2 80
Camb Sausage 1 "		....	2 50
" " 2 "		....	4 00
Soups, assorted 1 "		....	1 50
" 2 "		....	2 25
Soups and Boull. 2 "		....	1 80
" 6		....	4 50

Acme Sliced Beef.
No. 1 tins, key, 2 doz., per doz. $2.60.

Beardsley's Boneless Herring. per doz
2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
" 4 lb	5 50	5 80
" 6 lb	8 50	8 80
" 14 lb	17 50	18 00
Roast Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
Luncheon Beef, 1 lb	1 60	1 70
" 2 lb	2 75	2 85
Brawn 1 lb	1 30	1 40
" 2 lb	2 35	2 50
" 6 lb	6 60	6 80
" 14 lb	14 50	15 00
Ox Tongue, 1½ lb	7 00	7 20
" " 2 lb	8 50	8 80
" " 2½ lb	10 75	11 00
Lunch Tongue, 1 lb	3 35	3 50
" " 2 lb	6 50	6 80
Chipped Beef, ¼ lb	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb	70	75
Potted Meats, Tongue or Ham ½ lb	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb	70	75
Potted Deviled Ham or Tongue, ½ lb	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt	3 00	3 15
" " 1 pt	2 00	2 10
Gelatine of Boar's Head, 2 lb	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish.

	per doz.
Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO.

	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (Eoglish or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½
CADBURY'S. Frank Msgor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35
TODHUNTER, MITCHELL & CO.'s. Chocolate—	per lb.
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz.
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs	In 12 lb bxs
Vanilla— Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla— White " "	0 73	0 83
Unsweetened— Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles— ½ lb. boxes "	0 19	0 20

FRY'S.
(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ½'s, 6 lb. bxs.	0 24
Cocoa—	per doz
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	....
" 1 lbs. " "	....
Homeopathic, ¼'s, 14 lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, Ont.

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the origiual, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotatioos to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the **UNCONDITIONAL ACCUMULATIVE** Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director.
W. C. MACDONALD, Actuary.

WHEN YOU REQUIRE ANYTHING IN

Brushes, Brooms and Woodenware

Drop a card to Chas. Boeckh & Sons, Toronto, asking for Illustrated Catalogue and Price List.

Offices and Warerooms	Factories	Montreal Branch
80 York Street.	158 to 168 Adelaide St. W.	1 & 3 De Bresoles St.

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No 1, boxes 12 lbs each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	0 50
Caracoas Sweet, in boxes, 6 lbs. each.	0 38
Vanilla Tablets, 4 16 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17
Barrels, 2c. per lb. less.	
Terms, 3 p.c, 30 days net.	

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	0 20	0 22
Improved Shredded, "	0 18	0 20
Beaver " "	0 16	0 18
Macaroon " "	0 16	0 18
Desiccated "	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb.	
Mocha	0 27½	0 30
Old Government Java	0 30	0 33
Rio	0 14	0 16
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 19	0 22
Maracaibo	0 18	0 20

TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Laguaya "	....	0 27
Mocha and Java	0 32	0 35
Old Government Java	0 32	0 36
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 26
Crushed East India	....	0 20

CONDENSED MILK.

NEW YORK CONDENSED MILK CO

	per doz
Gail Borden Eagle, 4 doz. 1-lb. cans per case	2 50
Gold Seal Brand 4 doz. 1-lb. can per case	2 00
Borden's Peerless Evaporated Cream Family size, d in case	1 75
Hotel size, quarts, 2 doz. in case	
Half-gallons 1 doz. in case	
Gallons, ½ doz. in case	

Quality thoroughly guaranteed.

From all Parts

...of the world come enquiries and orders for...

MacLAREN'S IMPERIAL CHEESE

Nothing suits refined tastes half as well.

A. F. MacLAREN & CO. - TORONTO.

EXTRACTS.

	per doz.
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

Crown Brand (Robert Greig & Co.)—

1	oz. Bottle, per doz.	0 90
2	" " "	1 50
2½	" " "	2 00
4	" " "	3 00
8	" Bottle "	6 00
4	" Glass Stop'r "	3 50
8	" " "	7 00
Parisian Essence, per gross		21 00
Ketchup, Fluted Bottles	gross	12 00
Ketchup, Screw Top	"	21 00
" S. & L. "High Grade" per doz		3 50
Pepper Sauce, per gross		15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz	6 00
Milk Granules with Cereals, in cases, 4 doz	5 [illegible]

FRUITS.

FOREIGN.	per lb.	per lb.
Currants—Provincials, bbls	0 04⅛	0 04¼
" ½ bbls	0 04⅛	0 04¼
" Filiatras, bbls	0 04¼	0 04½
" ½ bbls	0 04¼	0 04½
" Patras, bbls	0 05	0 05⅛
" ½ bbls	0 05	0 05⅛
" cases	0 05	0 05½
" Vostizzas, cases	0 07	0 08½
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 06½	0 06¾
Figs—Eleme, 10 oz	0 07½	0 00
" 10 lb	0 09	0 12
" 18 lb	0 11	0 13
" 28 lb	0 13	0 16
" taps	0 03¾	0 04½
" natural, boxes		0 07
" ditto, bags		0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia, off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07¼	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½	0 08½
	per box.	
" Malaga		
" London Layers	1 60	1 80
" Black Baskets	2 20	2 65
" Blue Baskets	2 25	3 50
" Choice Clusters	2 25	2 75
" Dehesa Clusters	3 50	4 00
" Non Plus Ultra		6 00
" Imperial Bunches	5 75	6 00
" " Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb	0 02½	0 03
" evaporated	0 03	0 04

FOOD.

	per brl.
Split Peas	$3 50
Pot Barley	3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling oalves foot	1 20
Crystalized Fruit, flavored	1 65
Acidulated	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX'S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 70
3 dy C P	3 90
HORSE NAILS—Canadian, dis. 50 per cent.	
HORSE SHOES—From Toronto, per keg	3 60
SCREWS—Wood—	
Flat-head iron, 80, 10 and 5 p. c. dis.	
Round-head iron, 75, 10 and 5 p. c. dis.	
Flat-head brass, 77½, 10 and 5 p. c. dis.	
Round-head brass, 72½, 10 and 5 p.c. dis.	
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under)	1 20 1 30
ROPE—Manilla	0 09 0 09½
Sisal	0 06¾ 0 07¼
AXES—Per box	6 00 12 00
SHOT—Canadian, dis, 17½ per cent.	
HINGES—	
Heavy T and strap	0 04¾ 0 05
Screw, hook and strap	0 03¾ 0 04
WHITE LEAD—Pure Association guarantee, ground in oil.	per lb.
25 lb. irons	0 04½ 0 04¾
No. 1	0 04¼
No. 2	0 04
No. 3	0 03¾
TURPENTINE—	
Selected packages, per gal.	0 40 0 41
2c, extra outside points.	
LINSEED OIL—	
Raw, per gal	0 45 0 46
Boiled, "	0 48 0 49
2c. extra outside points.	
GLUE—Common per lb	0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	per doz.
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p. gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8
Banagher	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Coguac—		
1 Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
d—Fiue old Scotch		4 40
Special old Scotch		5 00

MUSTARD.

COLMAN'S OR KEEN'S.

	per lb
Square Tins—	
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.	
Pony size	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 00
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03⅜	0 03¾
Patna		0 04¾
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. cbromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers	0 08
	(12-lb. boxes each crate.	0 08½
PURE	16-lb. boxes	0 07
OSWEGO CORN STARCH	40-lb. boxes, 1-lb. packages	0 07½

For puddings, custards, etc.

ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartoous, cases 36 lbs.	0 05¼
Bbls., 175 lbs	0 04¾
Kegs, 100 lbs	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes. cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Cballenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06½

SUGAR.

	per lb.	per lb.
Granulated	0 04	0 4 10
Paris Lump, bbls. and 100-lb. boxes	0 05⅜	0 05½
" in 50 lb. boxes	0 05½	0 05⅝
Extra Ground, bbls. Icing	0 05⅝	0 05¼
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03⅝	0 03¾
Bright Yellow	0 03⅜	0 03½
Dark Yellow	3 30	3 35
Demerara	3 50	5 00

After the Rush

of Christmas trade you will naturally want some lines that will be "business bringers." Our Jams, Jellies and Mince Meat will aid you.

Jams and Jellies in 1, 5, 10-pound tins, and 7, 14, 28-pound pails; Mince Meat in 1 and 2-pound tins, and 7, 13, 27-pound pails; and of course you want **CREAM SODAS**, no grocery stock is complete without them.

If you are in need of any of these, drop us a card.

Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST - - TORONTO.

SYRUPS AND MOLASSES.

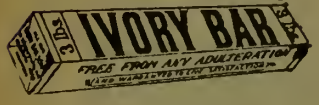
SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	....	1 00
" 3 gal. pails.....	1 35	1 40
MOLASSES.		
Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot..... 4 20
Box Lot..... 4 10
Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 190 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

BLACK.

Congou—	per lb.	per lb.
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35
CHINA OREENS.		
unpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14
Young Hyson— PING SUEYS.		
Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Chests— JAPAN.		
Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Ooloug	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

LIPTON S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON.	per lb.
Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, In caddies.....	0 48
" " in 40-lb. boxes.....	0 45

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—

Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5lb. bx	0 38
I. O. F., 1-10, 5 lb. box	0 28½
Sohmer, 1-10, 5 lb. box	0 32½
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco, all sizes.....	0 60
Crown Cut Plug Mixture, ½ lb. tin	0 50
" " " 1 lb. tin	0 47

Cigarettes—	per 1,000
Sonadora Havana...	$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme	7 20
Lafayette	3,80
Marquise	7 00
Imperial (Virginia tobacco)	3 50
Plug tobaccos (sweet chewing)—	
Navy, in caddies.....	0 35
Navy, plug mark..... 6 33	35
Honey, boxes and caddies	43
Spun roll chewing, boxes	55
Plug smoking (with or without tags)—	per lb
Black Crown, caddies	0 35
Crown Rouge smoking....	0 38
Leaf tobacco, in bales... 0 08	0 20
Cigars—	
La Sonadora Reina Victoria Flor Fina, 1-20....	$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Creme de la Creme Reina Victoria Extra, 1-20....	55 00
Creme de la Creme Reina Victoria Special, 1-20....	50 00
Honeymoon, Regalia Comme il Fait, 1-40	55 00
El Caza Culebras, 1-40....	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10.....	25 00
Ditto, low grades 13 50	20 00

CIGARS—S. DAVIS & SONS, MONTREAL.

Sizes.	Per M
Madre E' Hijo, Lord Lansdowne....$60 00	
" " Panetelas	60 00
Madre E' Hijo, Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins.....	55 00
El Padre, Reina Victoria	55 00
" Reina Victoria Especial..	50 00
" Conchas de Regalia.....	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos.....	80 00
Mungo, Nine.....	35 00
Cable, Conchas	30 00
" Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre.....	1 00
Mauricio	15 00

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Pails, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " " ".....	1 60
" 2 " " " 2.....	1 40
" 3 " " " 2.....	1 55
" " " painted " 2.....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50
THE E. B. EDDY CO.	
Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 30	$3 50
Telephone	3 10	3 30
Parlor	1 70	1 75
Red Parlor.....	1 70	1 75
Safety	4 00	4 20
Flamers	2 25	2 35

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross.....$	2 00
" 10 " "	1 10
" 2 Tiger, ...	5
" 4 " "	2

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

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"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off The hoops expand and contract with the wood BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,
MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❀ **16 oz. Bottle, $1.00.**

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

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Send for Samples.

THE DRY GOODS REVIEW
TORONTO .... MONTREAL

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SEASON 1896

Fresh Fruits, Jams, Jellies and Orange Marmalade, in glass jars with patent vacuum covers. Also

CANDIED PEELS

Lemon, Orange, Citron.

The above are the finest goods in the market.

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

PUREST AND BEST

Windsor Salt

FOR HOUSEHOLD USE
FOR MAKING BUTTER
FOR MAKING CHEESE

Composed of Natural Crystals—uniform—and dissolves readily

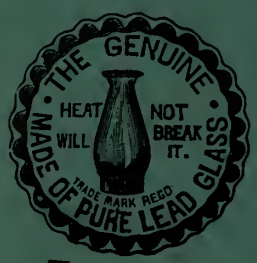
Prices can be obtained and orders promptly filled by addressing your wholesale grocer.

THE WINDSOR SALT CO., LIMITED,
Windsor, Ont.

THE "GENUINE"

is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass.

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

GOWANS, KENT & CO., - TORONTO

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MERCANTILE AGENCY
THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
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Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES 36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England
REPRESENTATIVE IN CANADA:
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E. T. STURDEE
Mercantile Broker,
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ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
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EL PADRE NEEDLES EL PADRE NEEDLES

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, JANUARY 15, 1897. No. 3

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

COLMAN'S MUSTARD

BEST ON EARTH

THE ONLY TEN CENT CIGAR

PEEK FREAN & Co's BISCUITS AND CAKES.

Have obtained great Celebrity for their PURITY & EXCELLENCE

Factory: LONDON. Sample Room: Schepp Building, Hudson and Duane Streets, NEW YORK.

VARSITY CIGAR 5c. THE BEST IN THE MARKET

All the trouble and annoyance of making stock done away with by

Armour's White Label Soup.

Each tin contains one quart of soup ready for table use. Every grocer should sell this.

H. P. ECKARDT & CO.

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Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

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McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

Fresh Herrings

The recognized leading Brand in all the markets of the world.

Kippered Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

MARSHALL & CO.
Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

Standard Goods THE Best to Handle

FOR **PURITY**

Bi-Carbonate of Soda

TRADE MARK

FOR **STRENGTH**

This brand is always reliable. Highest test 98.50/100 % pure.

Made only by **The UNITED ALKALI CO., Ltd., Liverpool.**

"New Process" Soda, finest on the market.

DON'T FORGET TO

ORDER

..SOME OF..

FRY'S CHOCOLATE AND COCOA

For Your New Year's Trade.

A FEW OF

Lazenby's

Table Jellies
Soup Squares
Lucca Cream

The Lever Top Pickle

NO CORK
NO LEAKAGE

Most Useful Jar When Empty.

Leaders

Chow Chow
Potted Meats
Harvey Sauce

The above lines to be had of Leading Wholesale Grocers throughout the Dominion.

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A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
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The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
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Do You Sell Crockery?

Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. *POTTERSBURG P.O.* ***London, Ont.***

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EXCELS ALL OTHERS

For a Quick Shine
A Lasting Polish

It is labor saving and dustless. Heat or cold does not affect it in the slightest. Always ready for use. The largest and handsomest box for the money in the market. A quick seller.

N. B.—No orders taken for over ten carload lots at one time.

Sold by

The F. F. Dalley Co. Ltd. - Hamilton, Ont.

"THERE ARE OTHERS"

. . . But none so good as . . .

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COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

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Cockburn's Special Liqueur
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"WE DO IT ALL."--

From the raw
materials to the
finished and printed
paper bags it is all done
under the same roof. Paper
Bags at their best are known as

"EDDY'S."

The E. B. EDDY CO., Ltd.

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38 Front St. West - - TORONTO
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The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
1-4 lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
1-4 lb. Tins. 6 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL

Smoked Hams

Smoked Rolls

Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers

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Salt

SALT For Butter
SALT For Cheese
SALT For Table

And every other purpose.

VERRET, STEWART & CO.
Montreal - - Quebec.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers . . . . . 14 and 16 Mincing Lane
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BROOMS

Three most reliable lines:

ROSE, PANSY, THISTLE

Do you sell them? If not, why not?

MATCHES

Sovereign Brand

GUARANTEED equal to any match made.
Freight allowed on 5 case lots.

H. A. NELSON & SONS - Montreal and Toronto

All Right

"REINDEER" BRAND

Condensed Milk; Coffee; Cocoa. Evaporated Cream.

GROCERS' SHOW CASE

An Attractive Display is a Sale Half Made

Lines otherwise hidden from sight prominently brought before the consumer.

Hundreds of Canada's wide-awake Grocers have availed themselves of the great selling facilities presented by these cases. Initial orders are almost always followed by one for a much larger number. In many instances enlarged sales and enhanced profits cover the cost in a week. . . . . .

Neatly designed, finished in hard wood, of convenient size, and a great economizer of space where counter room is limited.

ORIGINALLY SOLD AT $1.50, BUT UNDER MOST ADVANTAGEOUS ARRANGEMENTS WITH THE MANUFACTURERS WE CAN NOW SELL AT $1.10 A-PIECE. PACKED 2 AND 4 CASES IN A CRATE.

Our Standard Blacks

Still the richest, most satisfying and profit-making teas offered.

The 400 Select Morning Luxury

The Globe

Imperial Congou Russian Congou

W. H. GILLARD & CO. - Hamilton

WHOLESALERS ONLY

JOHN MOUAT, North-west Representative, Winnipeg

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, JANUARY 15, 1897 ($2.00 per Year) No. 3

ACCOUNTANCY AND ITS FUTURE.

BY A MEMBER OF THE PROFESSION, IN CHAMBERS'S JOURNAL.

PERHAPS one of the most interesting and at the same time significant and pressing problems of the time is the constant and increasing difficulty which presents itself to parents desirous of finding a suitable and promising occupation for their sons; such an one as will, with steady application and perseverance and a reasonable amount of ability, at least yield an adequate remuneration in years to come.

It seems a fact, as curious as it is unfortunate, that too large a proportion of the rising generation whose fathers are in business entertain some antipathy to following the same occupation, and look, as a rule, towards the "professions" for their future field of labor, How far this may be due to some mistaken idea as to the relative "dignity of labor" we need not stop to enquire; but it is not seldom the case that parents themselves have often a mistaken ambition to see their sons educated to some one or other of the professions by reason of the erroneous impressions they hold of its prospects, and the social position which it opens out to those engaged in it.

Something of the same feeling has extended to almost every rank and class, and as a natural consequence the lapse of time has, under such circumstances, brought about a condition of things which has resulted in a cry of "overcrowding" (and consequently "over-competition") which, not loud at first, has rapidly grown in intensity each succeeding year. It is not surprising therefore to find that with an increasing knowledge of these facts, and the evident continued invasion of the professions by numbers of articled clerks, a greater amount of caution and courage is being shown by those who at one time would not have thought twice had an opening presented itself for any of their sons in any of the professions. Leaving out of consideration the army, navy, and the church, and devoting more particular attention to what may be termed the practising professions, it has been for many years increasingly plain that those of medicine and law are sadly overcrowded, and that the percentage who embark in practice, and ultimately, from sheer force of competition, retire defeated, is an alarming and a growing one. It may truly be said that unless the commencing practitioner, be he doctor, barrister, or lawyer, has at his disposal sufficient independent means to enable him to wait a very considerable period for an income in the shape of "fees," his chances of success are small, and by degrees are growing "beautifully less." Of the depressing position of those who of necessity give up the struggle it is not necessary to speak at any length; their number is considerable, and, drifting back as assistants or commencing in some new and precarious sphere, they lament the chance which led them to the profession of their choice, with perhaps the added consciousness that the best years of their lives have been wasted.

With such facts as these becoming more and better known, it is not surprising that attention is being increasingly directed to one of the professions which, though not claiming great antiquity, and yet being of great and increasing importance, is not as yet so sadly overstocked—namely, that of the accountant. If we venture to indicate in some degree the scope of the work included in the term "accountancy," and the future prospects of those entering it, it may probably be useful to parents seeking suitable openings for sons about to leave school and commence the battle of life.

Though the profession has but lately received its present organization, it is not, of course, a new one. As a separate business it can hardly be said to be more than a century and a half old; the oldest example of the word in this sense given by the Philological Society's New English Dictionary dates from 1539: "The said books shall be examined with the accomptants and particular clerkes for the perfecting of the same." There were "accomptants-generall" of various public offices in the seventeenth century. The earliest specimen of the modern spelling, "accountant," given by Dr. Murray, is, oddly enough, from Tom D'Urfey's Pills to Purge Melancholy (1719) where mention is made of

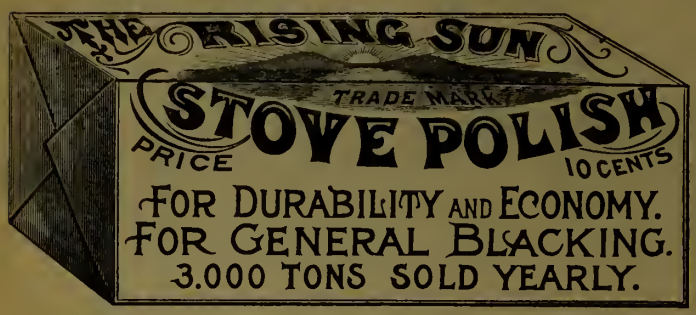
> A British accountant that's frolic and free,
> Who does wondrous feats by the Rule of Three.

"Accomptant is the form used by Isaac Taylor in the middle of this century; and the first example of "accountancy" given by the dictionary is of 1854.

The extensive and unique experience which the practice of the old accountancy gave to its members, and the knowledge of the inner workings of every conceivable class of business which they acquired, marked them out as being suitable for the duties of trustees in bankruptcy and liquidators of public and private companies, and to-day their duties may practically, though not wholly, be classed under the two great heads of accounts and liquidations. The magnitude and variety of the work comprised in the different subdivisions of these two chief branches is unique, and give to the accountant's profession a distinction and importance which is fast being judicially recognized. As expert book-keepers and accountants, auditors of private and public partnerships and companies, accountants to large trusts and corporations, trustees in bankruptcy and private arrangements, liquidators of companies, receivers, and arbitrators on matters of account, their services are in constant demand, and the qualifications demanded of a thoroughly capable practising accountant are as searching as they are varied; demanding, in addition to a thorough knowledge of the technicalities of the profession, a clear head, a keen perception of probabilities and possibilities, and a thorough knowledge of human nature.

How far the demand for accountancy services is progressing may to some extent be judged from the fact that in the course of the last thirty years the number of professional

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

accountants in permanent practice has more than doubled; the membership of the Institute of Chartered Accountants alone, which in 1882 was eleven hundred and ninety-three, is now two thousand two hundred and forty-eight, whilst that of some of the other professional societies shows a similar increase. It was as a consequence of the growth of the profession, both in numbers and importance, that in 1880 a charter was granted incorporating under the before-mentioned title certain petitioning accountants and providing certain bylaws as to the qualifications required of future "chartered" accountants and for the conduct of members of the profession. Since that time charters have been granted, under strict conditions, to several Scottish societies, and in England there has been incorporated the "Society of Accountants and Auditors," each and all of which exist, speaking generally, "to raise the character of the profession and to secure for the community the existence of a class of persons well qualified to be employed in the responsible and difficult duties devolving on public accountants." That they have, by their system of examinations and compulsory training for five years under articles, in the main fulfilled their object is undoubted, and to-day the profession stands higher in the esteem of the mercantile and general community than ever before.

And now let us look for a moment at the future of higher accountancy. It cannot be said to be overcrowded at the present time. Seldom, if ever, does the capable practitioner want for employment, and those now commencing practice, provided they are persevering and have a thorough acquaintance with their duties, find it a remunerative and promising opening for their talents. But is it likely to be so in years to come?

The immediate future gives every indication of a great increase in accountants' work, and much of it is due to the economic conditions under which commerce is carried on, resulting, as they have done in the past and promise to do still more in the future, in an ever-enlarging volume of trade, both inland and foreign. Taking this for granted, the stress of commerce and the regulations which the law of the land imposes on those engaged in it promise to bring the expert accountant into greater need than ever before. Absolutely impartial and accurate accounts, a perfectly true adjustment of profit and loss, a correct system of costs, and the preparation of fair and complete balance sheets by independent persons, are all becoming more generally recognised as necessities in mercantile houses which have in times past worked more by "rule of thumb;" and such are, in increasing numbers, availing themselves of the services of those who by training and experience are in every way fitted to give valuable and material assistance. Of the remarkable extension of joint-stock enterprise and the consequent increasing appointment of independent professional auditors it is hardly necessary to speak; the field is an ever-widening one; whilst the services of accountants in such matters of account as executorships, trusts, and other spheres are being rapidly and surely extended.

So far as bankruptcy and liquidations are concerned, too, the outlook is promising. There is a growing tendency to entrust the administration of estates in process of being wound up to practised accountants, with their necessarily intimate acquaintance with the details of business, rather than to the red-tape officialism of the state departments; and if present indications are anything to judge by, it is more than probable that legislation in future will lean more in the direction of the extension of the non-official trustees and liquidators than otherwise. But however that may be, certain it is that the skill and training of the accountant are becoming, and will continue to become, more and more recognised as necessities in mercantile work, whilst it is probably only a question of time when the practice of the profession will be restricted, as is the case with law and medicine, to such as have qualified by articles and examinations, and subsequent membership of one of the recognized societies.

Of the question of the monetary remuneration which usually falls to the share of a qualified practising accountant it is more difficult to speak, but it may reasonably be stated that it will at least be equal to that earned by the average member of the legal profession. But it should be borne in mind that in the accountant's profession the practice which obtains amongst lawyers of terminating relations with their articled clerks, as soon as their term of service is completed, is not followed in any degree, and an accountant is generally glad to retain the services of one who has been with him during articles. As a consequence, there is an exceptional number of fully qualified professional accountants who continue their relations under their principals; and it may safely be said that the principal values the services of those who of necessity have acquired much confidential and private knowledge as to the position of his clients. As to the remuneration of these it is hardly possible even to give an approximate idea. Between the extremes of ability will be found every grade of remuneration, but such an assistant will probably commence at a salary of about £120 to £150, rising to two or three hundred pounds or even higher, according to ability.

NEW ORLEANS MOLASSES.

Mail advices received in New York from New Orleans concerning molasses say: "Look for a good January business, and think after stock-taking everybody will find supplies run down and will want some goods. Miscellaneous stock seem to be selling cheap here, but when one looks around for good, sound, early-made stuff he cannot find it very plentiful, while it is bringing good prices. Good centrifugals are scarce, and will continue so, as the planters say they can make more money working them into thirds than selling them as molasses."

WE OFFER THIS WEEK

The best Kintuck in the market "R. O. M."

The best Darjeeling in the market "AVONGROVE"

The best Package Tea in the market "CIRCLE"

See Travelers' Samples or write us.

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON

Our Latest Production . .

A Sure Seller

Will Always Give Satisfaction

JAMES TURNER & CO. IMPORTERS HAMILTON

From all Parts

...of the world come enquiries and orders for...

MacLAREN'S IMPERIAL CHEESE

Nothing suits refined tastes half as well.

A. F. MacLAREN & CO. - TORONTO.

Labrador Herrings in Bbls.

Labrador Herrings in hf.-bbls.
No. 1 Split " " bbls.
No. 1 " " " hf.-bbls.
New Scaled Herrings in boxes.

Boneless Fish in 25-lb. Boxes

Pure Cod in 20-lb. boxes, 1-lb. blocks.
Nova Scotia Turkey in 5-lb. boxes, 1-lb. blocks.
Quintals and half-quintals Cod.

These Goods are all fresh and good stock. Get our prices before buying.

T. KINNEAR & CO. - 49 Front St., East.

EVAPORATED APPLES IMPROVING.

A LITTLE brightness has during the past week been relieving the dulness which has been for some time so much in evidence in the evaporated apple market.

The cause is an improvement in the export demand and an appreciation of about ¼c. per pound both here and in New York. Prices, however, are still low enough in comparison with those ruling in other years, for with the advance 3⅝ to 3¼c. f.o.b. is the idea of exporters in Toronto.

For a few weeks past holders of evaporated fruit in Ontario have been a little firmer in their views as to price, and only a week or two ago exporters in this country found they could do better by buying in New York than in the home market.

Stocks of evaporated apples in Canada are enormous, and the improvement in the market will be welcome to a good many holders. Dealers in foreign dried and evaporated fruits will also find ground for satisfaction, for the abundance of dried and evaporated apples has materially interfered with their products. It yet remains to be seen whether the improvement is permanent or not.

THE MONTREAL BOARD OF TRADE.

THE gossip in commercial circles in Montreal centres a good deal on the coming Board of Trade elections.

As the retiring president, Mr. Robert Bickerdike, has refused to stand again, declaring it this week, Mr. John Torrance, who is now vice-president, has been nominated in his stead.

Another strong candidate, if he will only consent to run, is Mr. John McKergow, of the cheese exporting firm of A. A. Ayer & Co.

It is expected that there will be no opposition to Mr. James Crathern, the well-known hardware and metal man, for first vice president. For the second vice C. F. Smith and D. McFarlane are in the field. The nominations as they stand at present are :

President—Jno. Torrance, (and possibly) Jno. McKergow.
First Vice-President—Jas. Crathern.
Second Vice—Charles F. Smith, David McFarlane.
Treasurer—Hy. Miles.
Members of Council—Chas. Chaput, E. L. Bond, D. G. Thomson, B. J. Coghlin, Thos. Harding, W. B. Mathewson, Jas. W. Pyke, Robt. Mackay, David Watson, Charles McLean, A. J. Brice, D. Ross, Wm. Campbell, F. W. Evans, Geo. Vipond, Jos. Robillard and Rich. Whtie.

PICKLE TRAVELERS' CONVENTION.

DURING the last week of the old year the traveling salesmen of H. J. Heinz Co., picklers and preservers, met in convention in the Assembly Hall of the company's works on the North Side, Pittsburg. There were present at the convention the traveling salesmen of the Pittsburg district only, to the number of thirty-five. At the same time, at each of the company's branch houses, situated in different parts of the United States, Canada and England, similar conventions were held. It has been for a number of years the custom of this firm to call its salesmen into an annual conference, to compare notes on the past year's work, and to lay plans and gather inspiration and enthusiasm for the work of the coming year. Business sessions were held each day, and the evenings were given up to recreation and pleasure, the convention closing on Wednesday night by a theatre party at the Alvin.

During the first week of the new year the managers of the branch houses met in convention in the Assembly Hall. The opening session on Monday morning was occupied in the making of short addresses by the members of the firm, welcoming the managers to Pittsburg and the Keystone home, and responses by a number of the managers.

The managers of the following branch houses were in attendance at the convention : New York, Philadelphia, London (England), Chicago, Boston, Montreal (Canada), San Francisco, Cleveland, Baltimore, Columbus, Kansas City, Cincinnati, St. Paul, Jersey City, Buffalo, Chattanooga and Indianapolis.

They are an intelligent and courteous set of gentlemen, and held animated and profitable sessions daily, laying plans for the work of the coming year. As the business entrusted to them has been very prosperous the past year, they were made the recipients of many congratulations, and were tendered a banquet by the members of the firm at the Monongahela House, Thursday evening, January 7th, at 7 p.m. The banqueters, sixty in number, consisting of members of the firm, managers, a few employes from the office and invited guests, entered the hall, which was elaborately decorated with choicest cut flowers, and Guenther's orchestra, completely concealed behind a bank of palms, poured fourth sweet strains of music during the serving of the menu, which was one of the finest that could be furnished. A novel feature of the decorations was a map of the United States, 9 x 15 feet in dimensions, upon which were designated the location of the branch factories, salting houses, vegetable farms and the eighteen branch houses of this firm. The map proved to be a revelation to many of the visitors, who had no proper conception of the magnitude of the business conducted by this firm. Toasts were responded to by a number of the managers of the branch houses and branch factories, which were pointed, humorous, and at the same time instructive. Mr. R. G. Evans acting as toastmaster in a very creditable manner.

Among the distinguished guests who made interesting remarks were, Lieut.-Governor Walter Lyon, Francis J. Torrance, Mayor H. P. Ford, Capt. D. C. Herbst, Dr. T. J. Leak, J. E. Shaw and Hugh Kennedy. Other prominent citizens present were Aaron French, Dr. J. F. Cowan, H. Sampson and Thomas S. Armstrong. The banquet was brought to a close by a most happy address by Mr. H. J. Heinz to the managers.

FISH

Bbls. and Hf.-Bbls. Labrador Herring.
Bbls. and Hf.-Bbls. No. 1 Split Herring.
Cases XXX Dry Cod.
Cases Flitched Cod.
Pure Cod, in 1-lb. blocks.
Quail on Toast, in 1-lb. blocks.
Boneless Fish, 25-lb. boxes.

WE CAN GIVE YOU CLOSE FIGURES ON THE ABOVE.

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

Home Reputation . .

No dealer or manufacturer anywhere can give you under any other brand, at any price, a Buckwheat Flour that is any more pure than Tillson's Roller Process Buckwheat Flour. But besides this absolute freedom from artificial flavoring, it is clean—it is perfectly cleansed.

It has a good name at home where folks can find out about such things—easily. Even the best of friends will talk, if ever so little cause be given. Our employes are human, but you don't find them hinting or winking when the purity or cleanliness of our cereals are mentioned.

From Manufacturer to Retailer Direct.

The Tillson Company Ltd.
Tilsonburg, Ont.

Our Table Delicacies

Are the sort that you can always sell, with a feeling of confidence and security.

Our JAMS
JELLIES
PRESERVES, etc., etc.

are sure to please even those who favor the home-made article. You run no risk in buying "Maple Leaf" Brand.

DELHI CANNING CO., DELHI, ONT.

This is a time of the year when trade is inclined to be dull. We don't want quiet business, and quote the following to keep things moving :

Tea . . . Specials

Japan Siftings -	7½c.
" Small Screen	12½c.
Congou " "	10c.
Y. Hyson " "	11c.
Ceylon " "	12c.

Evaporated Apples, choice -	4c.
" " fine -	3½c.
" " good -	3c.
No. 1 Split Herrings, bbls.	$3.00
No. 1 " " ½ bbls.	1.50
500 cases Bosnia Prunes, large bright fruit -	3¾c.
1,500 cases Salmon, quality good - -	1.10

LUDELLA CEYLON TEA

H. P. Eckardt & Co. TORONTO

Keep up with the Times..

AND HANDLE GOODS
THAT WILL SELL THEMSELVES.

ROSE BRAND LARD in parchment bags is made expressly for best family trade—rendered in open kettles from finest leaf lard.

The Geo. Matthews Co. Ltd.

OTTAWA and PETERBOROUGH.

Sugar and Spice . . . .

Meat and Fruit, in just the right proportion constitute the main ingredients of our **Condensed Mince Meat.** Most cooks have some peculiar little notion of their own about mince meat, but **Wethey's** suits nine out of every ten.

J. H. WETHEY, Mfr. **ST. CATHARINES, ONT.**

THE CANADIAN GROCER

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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CANADA'S GREATEST NEED.

CANADA'S greatest need is population. In everything else that contributes to the building of a nation she is rich; but in this exception she is poor. To the square mile our population is only 1.04.

Nearly every province in the Dominion can stand an augmentation in population, but none need it so much as Manitoba, the Territories and British Columbia. These parts of the country are among the richest of Canada's heritage, and in area are large enough for a continent, but the popution, all told, would not make more than enough to fill a fair-sized modern city: From Port Arthur to the Coast the population is only about 250,000.

The reason, forsooth, is not that that part of the country is not capable of sustaining a larger population, or that its resources are not known. Nearly a quarter of a century ago people realized that Providence had been liberal in the natural advantages which he had bequeathed to that part of the Dominion.

What, then, can be the reason for the slow manner in which the country has been settled? It is evidently not due to any inherent shortcomings of that part of the country, or that the reality has not come up to the often glowing pictures painted by statesmen and tourists, newspapers and magazines. The only shortcomings in this respect have been in the teeming population which was ere this to have occupied the country. In natural resources which were to attract the population there was no exaggeration. Indeed, the better the western part of this country is known, the more evident does the vastness of its riches become.

Ten years ago, who even dreamed of the untold wealth of gold, of silver, of coal, of lead, of copper, etc., that lay imbedded in those western provinces? No one. And in the agricultural possibilities of field and dairy stock-raising their richness has increased rather than decreased under investigation or experiment. The same may be said of the fisheries, both inland and the Coast. The fact that the greater part of the population has been secured from other parts of the Dominion is evidence that there was no exaggeration, for a man soon learns the character of his neighbor's garden.

As, therefore, confidence in the natural resources of what is broadly termed Canada's Northwest has increased as knowledge of them became enlarged, it is evident that the onus for a sparseness of population is not upon the inherent qualities but upon the people of the country.

We performed a great task when we built the transcontinental railway, but we have done no great things since then in the direction of building up the Northwest. Indeed, what we have done may well be termed puny. We had minds great enough to build a railway, but we have not yet devised schemes big enough to bring a population into the country.

Like a merchant with a good article in stock, we have gone largely on the principle that people in the congested parts of Europe should find this out for themselves, forgetting that other countries had lands, though perhaps not as good as ours, for settlement, and were acquainting the world with the fact and getting them occupied.

In other words, we have not advertised the country as we should. We have scarcely even given out the text, much less preached on the natural advantages which we had to offer the settler. Even our sons and daughters we have encouraged to migrate to the United States and help build up that country, instead of teaching them to stay at home and help build the nation whose seed was sown on Dominion Day thirty years ago.

But, while our liberality has been stinted in ways and means for developing the country, it would have, perhaps, paid us better had we been less liberal in the bestowal of lands upon the transcontinental railway, for we probably all now realize that this very fact has been a deterrent to the settlement of the country. We are not discussing whether the C.P.R. was paid too much or not. We are merely pointing out that we made an error in the kind in which we made payment.

Then, too, we never provided against discrimination in freight. And that error, we know, has tended against the settlement of the agricultural lands of the West and made it difficult for the merchants in the commercial centres to do business with the rising towns and villages in that new country.

But it is no use crying over spilt milk. We have made our mistakes and are paying for them. Our duty now is to try and vigorously develop with the plow of energy that which we have hitherto been picking away at with a hoe, and a small hoe at that.

There are two things particularly we need to do: Develop a vigorous immigration policy and build a railway through the Crow's Nest Pass. These are the things which our hand findeth us to do, and we should do them.

If Business during the next three months would only make as good time as the New Year there are a great many people who would rise up and call it blessed.

THE STRENGTH OF CURRANTS.

THE strength which has been characteristic of the currant market for some time has further increased, cables received in Toronto during the last few days showing figures one shilling per cwt. above previous quotations. The cause of the advance is two-fold.

The most direct cause is the keenness of the demand that is being experienced in the primary market on foreign account. This demand seems to be larger than is usual at this time of the year.

Then there is the condition of the stocks in the primary markets to be considered. Lately these stocks have been much reduced, the total weight of fruit unshipped in Greece being only about one-half what it was at the same time last year. And what makes this feature all the more interesting is the fact that much of that which is left is fruit too common for some of the chief markets.

Those in Europe who are known as good judges are authority for the statement that stocks of currants in Greece are likely to prove barely sufficient for probable requirements. And what applies to the stocks in the primary markets applies also to those in many of the consuming markets.

Fishing for sharks may be a good business; but it is not a good thing to be a shark in business.

DUTY ON TEA AND RAW SUGAR.

"IF I could only foresee what the Government intends to do, I could make a barrel of money," said a leading Montreal wholesaler to THE CANADIAN GROCER this week.

This expression sums up the situation in a sentence. There is a pretty general impression that a duty on both tea and raw

sugar will be among the methods that the Government will adopt to make up for decrease in revenue caused by readjustment in other directions. But though this belief is general throughout the trade, it has so far failed to induce any buying as far as Montreal is concerned either of tea or sugar in anticipation of profiting by the change.

From the opinions generally expressed by the Montreal jobbers, they would all welcome a duty on tea. With a duty they think that it would sensibly reduce the importations of low-priced Japan and China tea into Canada.

As is well known, the great bulk of the tea turned over in Montreal costs from 10 to 15c. in a wholesale way.

In the old days of the duty, with 7c. per pound and 15 per cent. ad valorem on Japans and greens, and 4c. per pound and 15 per cent. ad valorem on blacks, it hardly paid to import these very low-grade teas, hence their consumption has enormously increased since tea imported direct was made free.

No trader is prepared to specify what the duty should be, but many declared that they would not object to a specific duty of 5c. per pound on all teas and a certain ad valorem charge. They figured that the increased cost to the consumer would not be of the kind that is keenly felt, while it would be one of the quickest means of the Government's securing the increase in revenue that it requires.

During 1895 there were 10,083,310 pounds of tea entered for consumption in Canada. This will afford some idea of the increase in revenue the proposed duty would bring in. With regard to raw sugar, on which many expect that the present duty will be maintained or increased, 309,302,296 pounds were entered for consumption in 1895.

There are a great many people out of business and out of situations to-day because they could not sprint as fast as old Father Time.

ADVANCE IN ONIONS.

Onions on the Toronto market have experienced a sharp advance during the past week, Danvers being quoted by wholesalers at $1 per 80-lb. bag, or 25c. higher than a week ago.

The strength of the market is due to a demand which has sprung up for export to the United States, the supply there being short.

He who has an idea and uses it gains ten thereby.

STRENGTH IN CHEESE.

FROM present appearances the cheese operators who were stout-hearted enough to refuse the prices that have been offered since the close of navigation for their high-priced fall purchases, stand a good chance now of letting out with a profit.

There can be no denying that the statistical position, not only in Canada, but in the United States and abroad, is a strong one.

At the very outside, stocks in Canada do not much exceed 200,000 boxes, against 425,000 last year. The stock in the United States is estimated at 220,000 boxes, against 560,000 last year. In London and Liverpool there are only 220,000, against 265,000 in 1895.

Altogether at this time last year the total supply of cheese in sight was estimated at 1,297,000, whereas this year it is placed at the outside at 650,000 to 700,000 boxes on this continent, afloat and in Great Britain. It is quite possible that these facts account for the increased demand noted during the past week.

All along British buyers refused to consider the idea of giving 10½c. for finest fall cheese.

At this time bids equivalent to 10¾c. are freely being made in Montreal, and sellers are not pressing sales at that point. They have no necessity to do so either, for stocks there have been reduced to 60,000, and very little of this quantity is September make.

The lucky holders of that month's output, which commands a good premium, stand to make a profit, whereas a month ago they were figuring on making cost and no more.

Bets were made this week by Montreal operators that the cable would touch 60s., and good cheese 12c., before April 1, 1897.

The department store may not go; but its fake methods will have to go if the store is to stay.

A GENTLEMAN OF JAPAN.

MR. H. KOMADA, Kobe, Japan, manager of the Japan Tea Exporting Association, arrived in Montreal a few days ago to visit their Canadian representatives, Morrow & Ewing, Montreal. He left Japan on December 4, coming by the Canadian Pacific steamship line. In company with Mr. Ewing and K. T. Takahashi he paid a visit to THE CANADIAN GROCER. He is a bright, handsome little man, rather taller, if anything, than the average representative of this enterprising nation we see in Canada, and with hair turned almost white.

Mr. Komada is the founder of the Japan Tea Traders' Association and takes an active interest in its affairs. The association has over one and a quarter million members. In fact, every proprietor and dealer in teas in Japan is required by law to join and obey the bylaws of the association. It is one of several organizations in Japan whose object is the encouragement of the production and export of Japanese products. In this respect Japan is decidedly in advance of Canada and many other nations. Readers of THE GROCER will remember a reference to this association in our columns some months ago.

Mr. Komada says that the Japanese tea merchants are much exercised over the enormous strides which have been made by Ceylon teas in Canada during the last year or so. The advertisements in THE CANADIAN GROCER had interested the trade here in Ceylon teas, and were creating a feeling against China and Japan makes. By constant repetition the trade all over Canada were beginning to believe things about Japan teas that were not altogether fair. Buyers were in consequence turning to Ceylons, and the demand for Japanese teas had fallen off very much. Wholesale merchants and dealers who were pushing other makes a year ago were now advertising to the consumer all over Canada nothing but "pure Ceylon teas." The matter had come before the Japan association, and some action would be taken to counteract these influences. It was quite true, he said, that in Ceylon teas were made by machinery, while in Japan they were still made by hand, but he explained that as the Japanese were a very cleanly people there would be no danger of dirt entering their makes, or of disease being communicated. He admitted, however, that the Chinese teas were often very dirty. In fact, he added, that the Chinese were very dirty, and prepared their teas as much with their feet as with their hands.

He found that there were a great many inferior Japanese teas coming to this market. They were not shipped by the desire of the Japanese themselves, but by foreign firms. They were what is known as third pickings, and the foreign houses ordered them to get low-priced teas. The Japanese at home would not use them, and they were trying to prevent foreign houses buying and exporting them. Handling of low-priced teas injured the dealers who bought the early pickings at higher prices.

Speaking of markets, he said that prices in Japan to-day were relatively higher than they were in Canada. In fact, it would almost pay holders of Japan teas in this country to reship them to Japan. He thinks this year's exports will be seven or eight million pounds short of the average. If present prospects continue he feels sure that prices will rule on a higher level later in the year.

THE TARIFF ENQUIRY.

THE following is a report of the evidence of Messrs. E. B. Eddy and Cane, woodenware manufacturers, before the Tariff Commission at Ottawa :

Mr. Eddy said he would take up the matter of woodenware first. Mr. Cane and himself were the only two woodenware manufacturers in Canada. The woodenware trade had been subjected to a duty of 25 per cent. ad valorem some years ago, but even at that manufacturers were unable to go on successfully, and they had to retire from the business, because they were not able to compete with the United States. Two years ago, without any notice from the late Government, the duty was reduced to 20 per cent. He did not know why that was done, but he was told that the Government were very sorry for what they had done, and they promised to increase the duty if it was necessary. It was the question of developing the woodenware industry that brought him to this country some 42 years ago, and he had developed that industry more than any other man in Canada. Mr. Cane, who had come along with him, had been a manufacturer for many years. The Americans competed with them in Canada and laid down their goods, notwithstanding the 20 per cent., at less cost than they could. The factories in New England supplied the markets of eastern Canada, while the factories in Detroit, etc., supplied western Ontario. Goods were sold at 10c. less in Canada than to the people of the United States. It was hard work for them to compete successfully, because the manufacture of these goods cost them in Canada much more than in the United States. All that he would ask for was that the tariff might be fixed so that a fair and and reasonable profit might be made in the home market. They could not go to the United States, because the duty there was almost prohibitory, it being 35 per cent. In order to make a success of the industry in this country, and with the facilities that the manufacturers have, they should have a duty of 30 per cent. He did not know how Mr. Cane was affected, but his firm, in 1895, made a loss in the manufacture of woodenware, caused by competition from manufacturers in the States, who sold their articles at slaughter prices, and they asked the Government to protect them in a fair way, as they thought that the people of this country should be protected in a reasonable way. He, himself, did not believe in a high tariff. That was unjust ; but in a new country like this they could not do without it. He thought that they should have an ad valorem duty of 30 per cent. on woodenware. A specific duty on woodenware would not be workable, because of so many different grades. It would be too complicated, and it could be fixed in no other way than by an ad valorem duty.

Mr. Paterson: Do you include indurated ware, Mr. Eddy ?

Mr. Eddy: No; woodenware only.

Mr. Fielding: What items have you in your mind ?

Mr. Eddy: Pails, candy pails, lard pails, etc.

Sir Richard Cartwright: What success have you had with your export trade, and where do you export ?

Mr. Eddy: I have tried Australia and also England, but I have always met with a loss so far. What they had to contend with was the high freight to Liverpool.

Sir Richard Cartwright: What percentage do you put on for freight ?

Mr. Eddy: About 35 per cent. in addition to the price of the cost of the article.

Sir Richard Cartwright: What do you pay for freight ?

Mr. Eddy: About $4 for about 40 feet. The freight from Boston was about 10 to 12s. less to Liverpool than from Montreal. That was by any of the lines.

Sir Richard Cartwright: I can hardly understand why that excessive charge should be.

Mr. Cane: They charge us so much a square foot. If an article was 12 inches superficial they would charge us 12 inches square.

Sir Richard Cartwright: It is specially hard on you as manufacturers. You said you suffered from American competition. Everything being equal, you have the advantage of the water power over them.

Mr. Eddy : Yes, we have that cheaper than the States. In American pail shops the wages, however, are 10 per cent. cheaper than ours.

Sir Richard : What you want is a fair market ?

Mr. Eddy : What we want them to do is to sell the same class of goods to the Canadians as they sell at home.

Sir Richard : They have too many "seconds ?"

Mr. Eddy : They sell pails manufactured in Detroit, and people think a pail is a pail at 90 cents.

Sir Richard : They have the advantage over you in the large market ?

Mr. Eddy : What is 5 millions to 60 millions ? We cannot manufacture as cheaply as they can. It was impossible for manufacturers of goods in a small market to compete with factories that have been running for over 40 years and have millions of dollars invested.

Mr. Cane : Our raw material costs us a great deal more than it does them.

Sir Richard Cartwright : Hoop iron not being manufactured in this county gave them an advantage over you.

Mr. Cane : They can buy their material, in some cases, a little less than half of what we can.

Mr. Eddy : I claim that we should be protected in the wares that we manufacture. This article went into the manufacture of pails, tubs, etc.

Sir Richard Cartwright : You don't export to the States ?

Mr. Eddy : It is almost prohibitory to do so.

Sir Richard Cartwright : You export pretty largely in matches to the States ?

Mr. Eddy : Not our firm. Match splints have been exported from Quebec. As manufacturers of matches we have not been able to export.

Sir Richard Cartwright : I am told that in the States the Japanese have stepped in with their matches.

Mr. Eddy : I learned that while in Europe last year. But they had not yet interfered with the trade in Canada. Continuing, he said that he did not object to pay duties on raw material that their goods were manufactured from which were made in Canada.

Sir Richard Cartwright : Our importations are more than the exports.

Mr. Cane : The freight is so excessive, and the duty being against us it is impossible to export.

Sir Richard Cartwright : Would not the question of freights help you ?

Mr. Cane : They make a very much cheaper rate for freights coming in than going out of the country. Goods could be laid down in Toronto from Detroit for 11½c., but the rate from there to Detroit would be 40c. He would give an instance : When he was burned out he went to Massachusetts and bought a carload of goods which he got in at 16c. a hundred, and the gentleman he bought the goods from required some articles from this side, and on his return he enquired about the rate and found that it was 70c. over exactly the same road as the goods came on which he paid 16c.

Mr. Eddy : Manufacturers on the other side do everything they can to slaughter our market. If they cannot do it one way they will another.

Mr. Cane : It costs us so much more to manufacture wooden ware in Canada than in the States, and this is accounted for by the fact that they can buy their raw ma-

terial much cheaper than we can. They get their wood as cheaply as we do, and their hoop iron, less the duty and freight we pay. Wire is from 25 to 35 per cent. cheaper, which article amounts to about one-half of the cost of production.

Mr. Fielding: And they have a duty of 35 per cent. against you going in.

PRISON LABOR.

Mr. Eddy said that he would like to draw their attention to prison labor as against skilled labor. It was put against them; it was impossible for manufacturers to compete with it. It was being abolished in some of the States in America. If it was allowed to go on they would have to go out of business.

Mr. Fielding: You would not have them do nothing and make you and I keep them? That is the other side of the question.

Mr. Eddy said he had had his little difficulties with the Central Prison in Toronto, who were selling at prices with which he was unable to compete. He made representations, and finally they withdrew from the manufacture of wooden ware.

Mr. Cane said that they had to bring in most of their machinery from the States at a duty of 27½ per cent. Saws, which were largely used, they paid a duty of 32½ per cent. on, and when they sent them back to get reset they had to pay a duty again.

Mr. Fielding: Can you not get them in Canada?

Mr. Cane said he had endeavored to get Canadian manufacturers to make them, but they would not undertake to do so.

Sir Richard Cartwright: There are three great difficulties that you have to contend with: 1, the heavy tax on raw materials; 2, there is a much larger market in the States, and they can manufacture more special lines; 3, you are handicapped by discriminating freight.

In answer to a question as to the output of wooden ware, Mr. Cane said his output was about $100,000 worth and Mr. Eddy said his firm had an output of about $200,000.

Mr. Fielding: You deliver at the same price, but you pay the freight, which means considerably less, say in the Maritime Provinces, than to a dealer in Ottawa.

Mr. Eddy: We sell at the same price in Ontario, Quebec and the Maritime Provinces, laid down.

Mr. Fielding: The manufacturer in the Maritime Provinces would say you were slaughtering prices there, just in the same way as you say the Americans are doing.

Mr. Eddy said it was giving the trade a uniform price all over the Dominion, and it was the duty of the manufacturers to do so in order that they would not sell at a lower rate in St. John than in Toronto. Down east they had to regulate the price to meet the Boston manufacturers, who had an easier access to that point. They never undersold any man. The Boston people governed the market in New Brunswick, as did Detroit and Bay City in the west, so that they were handicapped on both sides. They had to lay down their goods free of freight or else they would lose their trade.

Mr. Cane: We are worse off now than under the Mackenzie regime, when the duty was 17½ per cent., because all our raw material that was not produced in Canada came in free. Wire is manufactured in Canada, but they had to pay just as much for it as if it were bought in the States.

Mr. Fielding: The Canadian made article is sold in Canada at the American price with the duty added.

Mr. Eddy: I think the manufacturers of Canada should be protected in a reasonable way all through. When I come down to my own opinion I do not see why, when we paid a duty of 35 per cent. going from Canada that the Americans should not do so on their goods.

Sir Richard Cartwright: The consumer wants his goods cheap, and the Canadian consumer is a big factor in the imposition of a tariff.

Mr. Eddy: There would not be many consumers if it were not for the manufacturers and farmers. The farmers were in a poor state when I came here 40 years ago.

Mr. Fielding: We would have the farmers say where would the manufacturers be if it were not for them.

Mr. Eddy: We cannot do without one or the other.

Mr. Fielding: That is a fair argument.

PAPER BAGS.

Passing from woodenware, Mr. Eddy said he would like to draw the attention of the Commission to paper and paper bags. Paper was allowed to be imported at 25 per cent. This paper when manufactured into envelopes was 35 per cent., while manufactured into bags it was only 25 per cent. He did not consider this right. It cost them 25 per cent. more to manufacture paper here than across the line. In answer to a question, Mr. Eddy said that he could only turn out about 40 tons of paper a day, while some of them in the States turned out 250 tons. If he had a larger market he would also have a larger mill. Their investment outside of paper on paper bags alone was $25,000.

PULP WOOD.

Mr. Eddy next passed on to the export duty on pulp wood. He said that they are and have been for the past five or six years allowing our forests to be cut down and taken to the other side without any value being placed on them or any revenue whatever. The lumber was taken to the other side to the saw mills and placed into competition with Canadian lumber. All along the line villages and towns were springing up wherever they can get wood from Canada. They have not the quantity of pulp wood in the States. New York state was a spruce country, but 69 per cent. of pulp used in the manufacture of paper came from Three Rivers, Que., and the Lower Provinces, and in the west from the Niagara district. About 75 per cent. of the pulp manufactured in Wisconsin came also from Canada. It seemed to him very foolish that they should allow this country to be denuded of timber and taken to the other side without any cost, which was the means of building up towns and villages on the other side. He favored a duty of $4 a cord on all pulp wood. He believed in a prohibitory tariff in this respect, and claimed that it will bring people from the other side with capital. They had plenty of water power from New Brunswick to the Lake of the Woods to grind the wood into pulp. He did not see why the Government here allowed timber to go out of the country without some revenue tariff from it. He believed that if this prohibitory tariff was put on that in a few years they would have villages and towns on this side of the line and millions of dollars invested. If they did not do so now they would come to see in a few years that they would have to do so, but then it would be too late.

In answer to Sir Richard Cartwright Mr. Eddy said that they exported now about a million cords.

Mr. Paterson: Is the wood owned by the Crown or by private individuals?

Mr. Eddy. By both.

Mr. Paterson: How would a private owner view an export duty?

Mr. Eddy: Well, he might vote against it, but the capital would be invested in this country and they would come to see that it would benefit them. It was said just now that there was no demand for labor, but he thought they would not have enough men to supply the demand if this duty was put on.

AT BROCKVILLE.

The Tariff Commission sat at Brockville on Friday. The members of the Commission present were Hon. Mr. Fielding, Sir Richard Cartwright, Hon. Mr. W. Paterson and Hon. Mr. Fisher. The evidence was heard in the Council Chamber. Great interest was manifested by the large number of dairymen who were in the city attending the annual convention. The chief evidence

given was that connected with the cheese and butter trade.

FARMERS' VIEWS.

Mr. George Hutton, president of the North Grenville Farmers' Institute, was the first to give evidence. He commenced by stating that it was a new departure for the farmers to have an opportunity to lay bare their grievances. What he knew of the tariff, he said, in this country was against the farming industry, and he always considered that a farmer had to pay both ways. When he wanted to sell an article he had to do so at the lowest price, and when he went to buy he had to do so at the highest price. One of the grievances they were suffering under was the high price of coal oil, occasioned by the high duty. The farmers were the only large consumers of coal oil, as the towns and villages had either gas or the electric light. The farmer was, therefore, compelled to use the poor Canadian oil or pay a much larger price for the imported article. They had also to pay a big price for salt, which he thought should be much cheaper. He thought they should have closer trade relations with the United States. It would be better for the farmer, as America was practically a home market for them. They used to export lambs, horses, eggs, butter, etc. In fact, New York used to be one of the largest markets for their supply of butter, but that was not the case now.

In answer to Mr. Fisher, he said that he did not know what quantity was shipped to England, but the butter trade in his immediate section was a very considerable item. With regard to turkeys, he knew of one lot of 95 tons of turkeys which were purchased at Smith's Falls. They got from 7½ to 9½c. per pound for the best, but some years ago they used to get from 10 to 12c. for turkeys in America.

In answer to Sir Richard Cartwright, as to what he could suggest to further the interests of the farmer, Mr. Hutton said if the Government could devise some scheme of better trade relations with the United States it would be of great assistance to them. Continuing, he said, in answer to a further question, that farm land had depreciated to about half of what it was some 12 years ago. As an instance, a farm which cost $12,000 at that time could be bought for $6,000 to-day.

In answer to Hon. Mr. Fisher, Mr. Hutton said that their pork was sold alive. It was what was called light pork, and was used for bacon. It was chiefly dairy fed. He did not think that it would affect them very much whether the duty was taken off, because they did not use corn. They got from 3 to 3½c. a pound, and, in exceptional cases, 4c. live weight. There were some furnishings used in the dairy business which were not manufactured in this country, and on which they had to pay a duty. If that were taken off he believed that it would help them. The cap which went round the top of the cheese was not manufactured in this country. It was an article that was greatly used, and he thought the duty should be taken off.

A MARKET FOR TURKEYS.

Mr. John Stagg, a large exporter, said he was speaking to an exporter about the 1st of December in Grenville who had 150 tons of turkeys on the way to England. He had buyers at the different centres who bought the birds from 6½ to 7c. a pound. With regard to corn, he said there was no corn like the American, and he thought it should be free. He had paid for a number of years $75 for a thousand bushels. It was no use exporting cattle unless they were prime, and it was by using this corn that this could be done.

Sir Richard Cartwright: Would it not pay you better to ship the prepared carcase?

Mr. Stagg said that was a very hard question to answer. The offal from the cattle when slaughtered on the other side almost paid for the freight. The trade in dressed or live beef was a most important one to the farmer. If corn was admitted free it would mean about $10 of a gain to the farmer. He thought that if the Government would supervise a fair trial of beef at four centres in the Old Country, so that it would be sold for Canadian prime beef, it would prove that it was the best going into that market. It was a well-known fact, that Canadian beef was sold often in Great Britain as home fed. He did not want the Government to take the matter up as a speculation, but just to see that it was fully carried out, so that it would give the farmers confidence in the enterprise.

If the duty was taken off pork it would seriously injure the dairy farmer, because most of them kept from 8 to 10 hogs, which were fed from the refuse of the cheese factory. There was no country in the world that could raise pork like Canada. If the duty was removed the Americans would flood this market with hogs.

THE DUTY ON PORK.

Mr. Macpherson, Lancaster, ex-president of the Eastern Ontario Dairymen's Association, said he thought they, as raisers of pork and manufacturers of cheese, should have the consideration of the Government in the matter of cold storage. Light pork could be raised at a very much less cost than heavy. Light pork would sell for $1 a hundred pounds more, and it could be reared for $1 less, which was a profit of $2 in the light pork. The light pork was used chiefly for bacon. He thought they had nothing to fear from the introduction of heavy pork into this country. The less heavy pork raised in this country the better it would be for the Canadian farmer. The reputation of the Canadian bacon on the English market was equal, if not superior, to the Danish bacon. He thought that a reduction all round in the duties should be effected. He was in favor of a reduction on corn. The duty on coal oil should also be reduced. With regard to dairy furnishings, he thought that the duty on separators should be abolished. There was only one manufactured in Canada, and parts of it had to be imported.

ADULTERATED HONEY.

Mr. F. L. Moore, Addison, a large producer of honey, next took up the question of adulterated honey. He said that large quantities of honey came in from the United States and was adulterated. He thought that some means should be taken whereby producers of honey should be compelled to have a label with the name and post office written on each lot. He admitted, however, that this would be rather hard on the farmer who had only a few pounds to sell. Producers should also be compelled to send a sample of their honey to be examined by an expert.

Sir Richard Cartwright said that it was a fact that many bee keepers fed their bees with brown sugar to produce greater results, and that was adulteration.

Mr. Moore said that he never fed his bees, and he thought that those who did were too greedy. He thought that as Canadian honey was now recognized as the best on the market care should be taken about adulteration. The output from this industry in the States was large, and he saw no reason why Canada should not also derive as much benefit from it. Previous to going into the bee business he kept 15 cows, but he sold them and had now about 100 colonies of bees, which paid him far better than did the cows, while the labor was less. He thought the Government should do everything to protect the industry, as it was still young.

Col. Joseph Redmond, Escott, Ont., a prominent farmer, was in favor of better trade relations with the United States if it could be effected, but he strongly favored preferential trade with Great Britain. If that were done ships coming from England would have full cargoes, which would have the effect of reducing the outward freight.

Sir Richard Cartwright: England does not give us the slightest advantage over any other foreign nation.

THE COAL OIL DUTY.

Mr. R. Alder, South Grenville, was in favor of a reduction on a number of articles

consumed by the farmers, chief among these the reduction of the duty on coal oil. He thought the average farmer would use about 40 gallons a year. He used American oil exclusively, because the Canadian oil was so inferior.

Mr. Fielding: How much does this cost you across the line. (Laughter.)

Mr. Alder said he never bought it that way, although it could be bought for about 8c. a gallon, while here it cost 20. Canadian oil, he believed, cost about 16c.

AGAINST COMBINES.

Dr. Williams, Cardinal, appeared on behalf of a number of farmers of that district. He thought that the present tariff was hurtful to the interests of the farming community. The farmers which he represented were in favor of free corn. He said that the present tariff was the means of building up combines, which were detrimental to the interests of the country. "Take the Magog Print Works, for instance," he said. "They regulated the prices of their prints to the wholesale merchants, and fixed a price that they could not go below in selling to the retailer. Some wholesale houses had tried to fight against these combines, but they had generally to surrender, as, for instance, John Macdonald & Co. and Brock & Co., Toronto, did to the Magog Print Works."

DUTY ON CHEESE CLOTHS.

A deputation from the Dairymen's Association waited upon the Commission. Mr. Murphy acted as spokesman. He asked that a number of duties be removed, and went on to say that the duty on cheese cloths of 25 per cent. was altogether too high. They used large quantities of it and as cheese was one of the most important export industries he thought it should be removed. He thought separators should be allowed to come in free. He was not in favor of the duty being taken off pork.

The president of the association said that the amount of butter exported for the last three years during the time of open navigation at Montreal was: In 1894, 34,000 packages; in 1895, 69,000 packages, and in 1896, 157,000 packages, which was nearly 100,000 packages more butter, and $1,000,000 in value, more than in 1895.

CANADIAN COAL THE BEST.

From the official report on the efficiency of various coals used by United States war ships from 1893 to 1895 inclusive, prepared by the Bureau of Equipment, Washington, it appears that our Canadian bituminous coal, the product of the Canmore mines, Alberta, N.W.T., led all others in point of percentage of fixed carbon, 86.367, and also in the small quantity of ashes left after combustion. In the boiler tests of coal at New York and Navy Island navy yards the Canmore also led all competitors.

PRICE NOT EVERYTHING.

It cannot be successfully disputed, remarks Merchants' Review, that the retail grocers are at times a little too much inclined to attach excessive importance to the matter of price. They are apt to overlook the importance of quality, service, and delivery, in the belief that the public will forgive any shortcoming of the retail merchant if his scale of prices is all right.

This theory may be sound as regards some lines of business, but it rests on a very unsubstantial foundation as far as groceries are concerned. Ask any leading grocer if he does not believe the question of quality to be of equal if not greater importance than any other that grocers must consider. Ask a frequenter of department stores who has been often frozen by the hauteur of salesgirls if the treatment of customers is not a question demanding earnest attention.

A smile, an enquiry evincing solicitude as to a customer's health, and a pleasant "good-day" at a customer's departure—these are all little things, too small to be considered by some grocers, but they form the principal buttress of the grocers' bulwark against department stores, when low prices prove a broken reed.

WHY GROCERS MARRY.

Grocers make good husbands, and that is doubtless why so few of them are unmarried. The girls snap 'em up so quickly. And they marry young, too, the grocers—at least they do hereabouts, and in most cases the matrimonial state agrees with the dealer and he finds it more profitable in every way than celibacy.

A NEAT TRICK.

A FASHIONABLY dressed Parisian entered a tobacconist's shop in the Rue St. Honore, says a Paris journal, in which several persons were being served. He selected a cigar, which he lighted, and stood for a few moments as if waiting for something. He then turned to the shop-girl and asked for his change out of the 5-franc piece he had given.

The girl denied that she had received any, at which he appeared very indignant and said that if she looked in her till she would doubtless find it, adding that it had a certain mark on it. The girl, to satisfy herself, looked and found a 5-franc piece marked as described, and, apologizing for her mistake, was about to give him the change, when two gendarmes, who happened to have observed his manœuvres from the outside, entered and took him into custody.

He was taken to the commissary of police, where he was recognized as a skilful practitioner of the description of thief called rendez-moi. His plan was to send someone into the shop some time before him to purchase a trifling article with a marked 5-franc piece, and then to enter himself and act as we have described, by which process he managed to get from 40 to 50 francs per day.

UP-TO-DATE ADVERTISING.

Oh, advertising is the thing
For garnering the nickels!
The man who makes the welkin ring
Is the one who gets the shekels.
The sandwich man is out of date
As a walking business winner.
To catch the eye we must, of late,
Display a full course dinner.
The facts about our goods and shop
We've got to widely scatter
If we would stay up at the top
And next to reading matter.

—L. A. W. Bulletin.

HAPPY MR. MULHOLLAND.

Mr. H. M. Mulholland, of Husband Bros., wholesale fruit merchants, came down to business on Thursday morning wearing a smile more than usually expansive. For some years Mr. Mulholland has been married, but it was not until Thursday morning that he could call himself a father. And that was the reason that he wore an expansive smile. The "olive branch" is a girl, and Mr. Mulholland's friends are heaping congratulations upon him, all of which he modestly accepts.

"PLEASE REMIT."

A West Virginia grocer prints the following rhymed confession on the bottom margin of his billheads:

Of all sad words of tongue or pen,
The saddest ever writ
Are not about what might have been,
But these two: "Please remit."

A couple of typographical errors have been discovered in the advertisement of H. P. Eckardt & Co. since it went to press. For instance, "Japan Small Screen, 12½c." should read "Japan Small Leaf, 12½c.," and Young Hyson, instead of being quoted at 11c. should be 10c.

Mr. R. Muat Corrie, representative in Toronto and in the west for Heinz pickles, has returned from a week's sojourn in Pittsburg, where he was attending the annual convention of the firm's representatives. To THE CANADIAN GROCER Mr. Corrie stated that the firm employs no less than 2,000 girls in putting up pickles, and 300 travelers, covering the United States, Great Britain and Canada. For the first three months of the firm's business in Ontario and Quebec between nine and ten carloads of pickles were sold in these two provinces.

HALIFAX TRADE GOSSIP.

THERE is a good under-current of enquiry and a much firmer tone noticeable among exporters of fish this week. The disastrous policy still pursued by St. John's, Nfld., dealers of flooding a foreign market as soon as it quotes a paying price, will, for the balance of this season at least, be checkmated, for the simple reason that they have not now sufficient stocks left to do so if an opportunity should offer. Reliable reports to hand show that not two-thirds of the usual quantity is now held there, and with the advances in exchanges in the Brazils, and with a general clearing up of the over-stocked Oporto and Mediterranean ports and a late Lent, there is likely to be a brisk general demand and improved prices all round. Stocks here are not heavy, while Lunenburg merchants are not carrying near their usual quantity; in fact, the largest dealer there has not been buying at all for some time. Quite a few fish are yet to be dried in the spring. They will show up badly and dealers will not be eager to buy them. Salt herrings are now all marketed. Two cargoes of frozen herrings are en route from Newfoundland and will likely bring good figures. The quantity of fresh mackerel arriving in New York and Boston still affects our local catch and prices show no improvement. There is a probability of the duty being increased to $3 per barrel.

There is little or no demand for P. E. I. mess pork, which is quoted at $12.50 (an outside figure). Boston plate beef is quoted at $12.50 and Canadian at $11.

Flour dealers still look for stiffer prices. An indication of the firmness of the market is found in the action of the bakers raising the price of bread. Ogilvie's Hungarian patents and Five Roses are quoted at $5.75; Goldie's People's at $5; 75 per cent. patents at $4.80; 8 per cent. do. at $4.75; straight grades at $4.50.

The market is well supplied this week with Valencia, Denia, Jamaica, and California navel oranges. The steamers Labrador and Mongolian brought consignments of the two former and the Alpha, which arrived on Monday, brought the Jamaicas. Valencias are quoted at $3.50 to $4; Denias at $4.50 to $5; Jamaicas at $7.50 to $8; and California navels at $4.50. Lemons, 300 count, extra fancy, are worth $3.50 to $4. Apples range in price from $1 to $2 per bbl. Good selected cranberries are worth $6 per bbl.; Aylesford stocks bring from $4 to $5.

Onions are firm at 1½c.

The butter trade is principally running on Canadian dairy rolls, which are bringing 15 to 16c. Fresh-made from local creameries in tubs is selling at 21c. September make is worth 20c.

There is little or nothing doing in cheese. The quotation is about 11c. cash for September and October.

Thirteen cars of Ontario beef, consigned to J. A. Leaman & Co., have just arrived. This firm are heavy importers of Ontario beef, pork, mutton and poultry. A carload was expected last week to be distributed among local dealers, but it failed to arrive. Another carload for the same purpose is expected this week. Native stocks, sinking offal, are quoted at $7 to $7.30 for extra good. Mutton is worth 5c. and lamb 6c. Fresh pork is not in demand and the stocks on hand are more than enough to meet all demands. The quotation is 4 and 5c. per pound.

Poultry is very scarce. No Ontario stocks have arrived since Thanksgiving to speak of. The market is almost bare of a good article, and native turkeys are jobbing at 12½c. for good and 12c. for average. It is impossible to get anything like a decent looking goose under 75c., and chickens and fowls readily sell at 50 to 60c. per pair.

Rabbits are the only game offering. They sell at 8c. per pair.

Eggs are somewhat quiet this week. Prince Edward Island stocks sell at 15c., and fresh native at 17c.

The sugar market is slow, owing no doubt to the fact that most people are taking stock at this season. Prices of refined sugars are unchanged at 3⅞c. for granulated, 3⅛c. for "Extra Circle C," and 3¼c. for "Circle C." The market is firm in raws, beet sugar being held strong at 9s. 3d. for January, and 9s. 4½d. for February.

Hugh W. Ross, grocer, who was fined for selling adulterated pepper, says he bought the goods in good faith and had no idea he was selling an adulterated article.

A. M. Hodge, who recently sold out the Kandy Kitchen, is offering to compromise with his creditors at 25c. on the dollar.

CAPE COD CRANBERRIES.

Dealers report that the early estimates of a short crop of cranberries made by many of the Cape Cod growers, with predictions of scarcity and high prices for the holiday markets, have turned out very different in each respect. Receipts from Cape Cod so far this season foot up about 65,000 barrels; for the same period in 1895, about 50,000 barrels.—Grocery World.

DECLINE IN SUGAR.

N. Y. Journal of Commerce of Wednesday says: "The price of soft grades of refined sugar were reduced to-day ⅛c. on Nos. 1 to 8, 1-16c. on Nos. 9 to 13 and ⅛c. on No. 16, bringing them practically to the basis which prevailed at the close of the year. The slight decline the day before had failed to provoke demand, and it was possible that the further reduction was for the purpose of bringing out increased interest from the grocerymen, yet at the same time with the present supplies of raw held by the refiners it was perhaps more a matter of indifference whether trading came up at once in their productions than a hope for effect upon importers' views over raw."

WE ARE READY FOR YOU...

IF YOU DON'T COME TO SEE US, ASK FOR SAMPLE.

See what a selection you can make in such a well assorted stock of Tea--bought at the right time--

2350 packages Japan, of all grades from the best packers in Japan.
150 packages Young Hyson, Moyune and Pingsueys.
1868 packages Gunpowders, common, medium and good; Pea Leaf, Pin Head and Moyune.
1550 packages Black Tea of different grades.

Send in your orders; we will make prices right.
We will give you value that will return you more than GOLD.

L. CHAPUT, FILS & CIE. - MONTREAL.

TORONTO GROCERS' ASSOCIATION.

MR. J. S. BOND, the new president of the Toronto Retail Grocers' Association, was installed in office at the regular meeting of the association, held on Monday night.

His inaugural speech was brief and to the point. After thanking the members for the honor they had conferred upon him, he dealt with the complaint that is sometimes made to the effect that no benefit was to be derived from membership in the association. He combatted this ideas, declaring that it was impossible for the members to meet month after month and discuss trade subjects without deriving at least some benefit. He also referred to the question of annual membership fees, and suggested (1) that they be made to uniformly begin from the first of the year, and (2) that the said fees be collected quarterly instead of annually. Referring to the trade outlook, he said that his reading of the signs of the times was to the effect that we were on the eve of better business conditions.

Mr. W. H. Marmion, the new vice-president, also spoke briefly.

A lengthy discussion took place in regard to the advisability of holding an At Home. It was finally decided to hold a smoking concert on February 8, and a committee was appointed to make the necessary arrangements.

A deputation from the Single Tax Society was received, and Mr. Douglas, a spokesman, stated that the object of appearing before the association was to secure the co-operation of its members in memorializing the Ontario Government to amend the law in regard to taxation.

WOMEN IN THE GROCERY STORE.

A WRITER, signing herself "Mrs. A. L. G.," has the following in a recent number of Grocery World :

"I believe that in a few years there will be but few men in the retail grocery business, and a good many of those few will be kept for the purpose of handling boxes, heavy barrels, etc. I have had some experience in studying the matter of women's employment, and I see that more young women are being employed in groccry stores every day. I believe this is because it is coming to be recognized that women are peculiarly adapted to sell food products. They are better judges of foods to begin with, they are cleaner in the second place, and altogether better adapted for keeping a grocery store or any other store where food is kept than a man.

"In my city there are by actual count twenty-six retail grocery stores. I have been at some pains to investigate their attitude towards this matter, and what I find bears directly upon the subject. Ten years ago not a single one of these stores had a female clerk. A number of the proprietors of these stores told me only a few weeks ago that ten years ago they would no more have thought of employing a woman in any capacity, whether as a clerk, bookkeeper or stenographer, than they would have thought of giving goods away free of cost. It is a singular fact that fifteen of these grocery stores now have female clerks behind the counter, and the remaining eleven employ young women either as demonstrators, book-keepers or typewriters. All of those who told me of their antipathy to women in the store ten years ago, are among those who now have lady clerks. It can be seen from this that the movement is certainly growing, and that women are coming more and more to be recognized as being entitled to a place in a store which sells food. Who would think of having men clerks in a confectionery store? and yet it seems to me almost as justifiable to have them there as in the grocery stores. Eatables are kept in both places.

"It is but a step from the clerkship to the proprietorship of the store, and the ambitious young woman will soon feel that she has a right to open a store of her own, and I believe that when she does so her store will be conducted quite as well as any store now conducted by a man. Wherever women have once secured a foothold, they have speedily shown that they are better than men in the same positions. It is this which justifies my belief that after the first grocery store is started by a woman, others will speedily follow, and the end will be that the male grocers will have to take up some other line. This may not be palatable to your readers, who must remember, however, that I have been simply giving my personal opinions, based upon considerable investigation, as well as a strong belief that women are destined to take a prominent place in the retail stores of the country."

CANADIAN LUMBER IN ENGLAND.

It is not generally known that Canada has a very large market now in England for pine boards, as well as deals and square timber. It is only within a few years that the English lumber buyers would take millions of feet of boards and plank. Such is now the case, and at Ottawa to-day there are millions of feet of lumber piled out to dry, sold during the last sawing season to English buyers and merchants for shipment abroad. This, to a certain extent, makes Canada independent of the United States in its sales of pine.—Northeastern Lumberman.

NOTHING IS WASTED.

THE paunches of the cattle are cleaned and made into tripe. The long ends of the tails of cattle are sold to mattress makers.

The undigested food in the cattle stomachs is pressed and used for fuel.

The intestines are used for sausage casings, the bladders are used to pack putty in.

All of the scrap from rendering operations is carefully preserved and dried and sold as fertilizers.

The stomachs of hogs instead of being sent to the rendering tanks are now being used for the manufacture of pepsin.

Pigs' feet, cattle feet, hide clippings and the pith of horns as well as some of the bones go to the manufacture of glue.

The choicer parts of the fat from the cattle are utilized for the manufacture of oleo oil, which is a constituent of butterine, and for stearine.

Large quantities of the best of the leaf lard are also used for the manufacture of what is known as "neutral," also a constituent of butterine.

Bones are dried and either ground into bone meal or used for the manufacture of bone charcoal, which is afterward utilized for refining sugar and in some other refining processes.

All of the blood is carefully preserved. Some is coagulated by cooking with steam, then pressed and dried and sold to fertilizer manufacturers. Buttons are made of blood, and it is also used in sugar refining.

The horns and hoofs are carefully preserved and sold to the manufacturers of combs, buttons, etc. Many of the large white hoofs go to China where they are made into jewelry. The horns are used for a multitude of purposes. They can be made supple and split into thin plates and pressed under the most diverse forms in heated moulds and receive various colors. They form close imitations of the highest priced tortoise shells.—National Provisioner.

A WISE MERCHANT.

C. S. White, general merchant, Lennoxville, Ont., has sold his dry goods business to E. W. Abbott & Son, and his groceries and hardware to C. F. Wiggett. Mr. Wiggett has also leased Mr. White's store and will carry on business in the old stand. He should do very well as he has been known to the trade in Lennoxville—and very favorably too—for the past 12 years. We like the ring of his announcement when he says: "my aim will be to keep nothing but the very best, and to sell the same on a small margin on cost." This is where very many merchants fail. They try to work off the cheapest goods and sell at cost.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

NOTHING strikingly new has developed upon the local grocery market during the past week. Orders are of a hand-to-mouth character, but taking it all round a fairly good trade is being done for this time of the year. Sugars are in a little better position in sympathy with the outside market, but there has been no actual change in values. Canned vegetables appear to be still gathering strength, some of the packers having advanced their figures for tomatoes. There is, however, very little business being done by the packers. Teas are still in fairly good request with prices firm. Coffees are a little easier than they were. Currants show a further advance in the primary market. In other staple lines the conditions are much the same as they were a week ago. Payments are fairly good.

CANNED GOODS.

Some of the packers have advanced their views in regard to the price of tomatoes; those who were willing to accept 55c. a short time ago are now demanding 65c., while 70c. is commonly asked. The feeling is also getting a little stronger in regard to corn, people counting on higher prices as a result of the increased consumption. Lobster is scarce and dearer. A fair demand is being experienced for canned salmon of the cheaper grades. The demand for canned goods generally has improved since the beginning of the year. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, $1.15 to $1.30; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.37½ to $1.40; "Maple Leaf," $1.37½ to $1.40; Lowe Inlet, $1.30 to $1.35, in tall tins; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.20 to $2.40 for tall tins; flats, $2.85 to $2.90; Canadian canned beef, 1's, $1.20 to $1.35; 2's, $2.30 to $2.50; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

The market is a little easier, particularly in the higher grades of Rio coffee. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There is still only a small business doing in this line. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Dull and unchanged. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The 1-16c. advance of last week in the price of a couple of grades of yellow sugar in New York was lost on Monday, but, nevertheless, the sugar market, both in New York and London, possesses a firmer feeling. In London, on Monday, beet advanced ¼d. Locally, the market is steady and unchanged. Business is light; but so are the stocks, and an improved demand shortly is consequently looked for. Wholesalers' quotations for granulated are unchanged at 4 to 4.10c., and yellows range from 3.30 to 3.75c. per lb.

SPICES.

These continue quiet and featureless. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

NUTS.

There is nothing new in nuts to note. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bor-

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OVER LAST YEAR.

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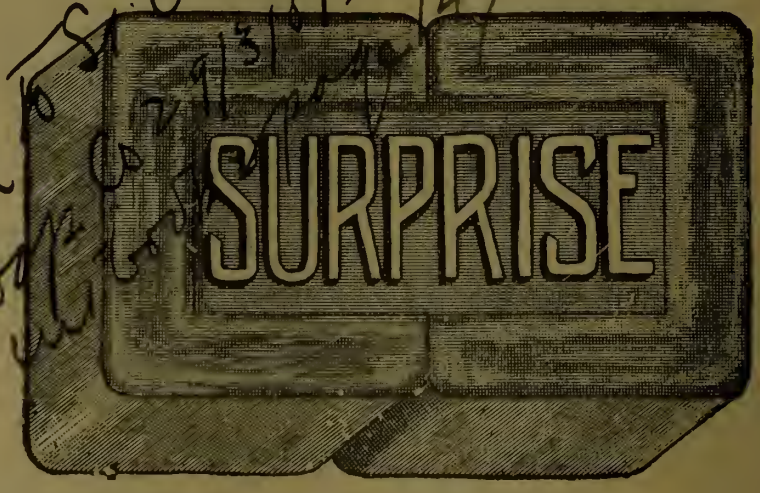

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WINNIPEG : E. W. Ashley.
VICTORIA : La Patourel & Co.

deaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; hickory nuts, $1.50 to $2 per bushel; Canadian walnuts, $1 per bushel.

RICE, TAPIOCA, ETC.

Business is quiet in these lines. We quote: Rice, Standard "B," 3⅜ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

A good business is being done in Indian and Ceylon teas, of low grade chiefly. There has been a revival of buying in China teas, both blacks and greens. A few transactions have taken place in Japan teas on direct orders for shipment when the season opens, but generally speaking trade in Japan teas is quiet, although now that the wholesalers are through taking stock they are buying a little more freely than they were. Autumnal flavored Indian teas are firm, with the demand keen and prices ½d. dearer. Owing to the stringency of money in India, and the consequent exceedingly high rate of exchange, the exportation of teas from that country has been rendered difficult for the time being. There is still a scarcity of first Young Hysons on the local market. Ruling prices on the Toronto market to retailers are: Young Hyson, 21 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

A cable from Patras shows a further advance in the price of currants and reports that the tendency of values is still upwards. We quote: Provincials, 4⅛ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do., half-bbls., 4¼ to 4½c.; Patras, 5 to 5⅛c. in bbls., 5 to 5⅛c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins have not yet recovered from the usual after-holiday quietude. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

Malaga raisins are quiet. Some shipments of loose muscatel raisins have been made to Montreal from Malaga, in 50-lb. boxes of California style. This is a new departure for Malaga fruit. We quote as follows: Blue baskets, $2.25 to $3.50; Dehesa clusters, $3.50 to $4; Non Plus Ultra, $6; Imperial bunches, $5.75 to $6; Imperial Russian clusters, $5 to $5.50.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are still quiet. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Further shipments of dates have arrived during the past week or ten days, but the demand is light. We quote 7 to 7½c. for Hallowee and 6½ to 6¾c. for cheaper grades.

California evaporated fruits are beginning to experience a little better demand, but the large quantities of domestic dried and evaporated fruits there are on the market is materially interfering with the sale of the foreign article. We quote; Peaches, 6 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 8½c.; egg plums, 5½ to 11c.; silver prunes, 5½ to 13½c. There is some of last season's fruit on the market.

Prunes are neglected. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California,, 90 to 100's, 6½c. per lb.; 30 to 40's, 11½c.

GREEN FRUIT.

There is not much doing this week in any kind of green fruit. The demand for Almeria

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16, 18 and 20 FRANCIS STREET TORONTO
PORK PACKER, Etc., Etc.
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English Sheeps' Casings
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You should GET OUR PRICES before placing your orders.
Clemes Bros., Toronto

grapes is about over for the season and stocks are pretty well reduced. Onions have advanced 25c. per bag on account of a demand that is being experienced for the United States. We quote: Oranges—Jamaicas, $3.50 to $3.75 per box; ditto, barrels, $7; Valencias, ordinary, 420's, $3.75 to $4.25 per case; large, 420's, $5.25 to $5.50; 714's, $4. to $4.50 per case; Mexicans, $3.25 to $3.75 per box; Floridas, $4.50 per box; California navels, $3.75 to $4. Lemons—Messinas and Palermos, $2.25 to $3 per box for choice to fancy; cocoanuts, $3.75 a sack and 60c. per doz.; apples, $1 to $1.25 per bbl. for red fruit or greenings, and 75c. for ordinary; onions, $1 per 80 lb. bag for Danvers and $1 per crate for Spanish; cranberries, $7 per bbl. for Jerseys; $5 to $5.50 for Canadians and Nova Scotians; cases, $2 to $2.50; bananas, $1.50; Almeria grapes, $5 to $7.

BUTTER AND CHEESE.

BUTTER — Deliveries have been higher during the past week, but still plenty of butter has been coming forward. The demand is moderate only. Prices are much as before. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low-grade to medium, 8 to 10c.; pails and crocks, 12 to 13c.; large rolls, 11 to 13c.; pound prints, 13 to 14c. Creamery—Tubs, 18 to 19c.; 1-lb., blocks, 19 to 20c., according to make.

CHEESE—The market is stronger, and on Tuesday the English market was cabled 1s. dearer. We quote late makes at 10½ to 12c., and early at 10c.

COUNTRY PRODUCE.

BEANS—Quiet and unchanged. We quote 50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

DRIED APPLES—Dried apples are dull and weak, prices being ¼c. lower in New York. For the choice stock buyers' ideas are still 2½c. f.o.b. Jobbers quote 2 to 2¾c. per lb. for good to prime stock.

EVAPORATED APPLES—The export demand has improved, and exporters both in Canada and the United States have advanced their views ¼c. per lb. Jobbers quote 4 to 4½c. for small lots.

EGGS—The market is a little easier, some pickled eggs that were destined for the English market having been stopped here on account of the weaker turn that markets over there had taken. A good many salted eggs are also coming forward. We quote: Limed, 13½ to 14c.; fresh gathered, 17 to 18c.; new-laid, 20 to 21c.

MAPLE SYRUP—There is a little still going out at 70 to 80c. per gallon.

Bright & Johnston
Wholesale Fruit Importers and Commission Merchants.
Consignments Solicited. . .
140 Princess St.
Market Square
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We beg to notify the Wholesale Grocery Trade that we have to offer best values in
Rio, Santos, Maracaibo and Mocha Coffees
also have on hand full lines of
Japan, Congou, Indian, Ceylon and Gunpowder Teas
Samples and particulars on app cation.
Wholesale supplied only.

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Reference—Bradstreet's.
Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.
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MOTT'S DIAMOND CHOCOLATE
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ESTABLISHED 1844
IS THE BEST.
ASK FOR
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G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**
42 SCOTT St TORONTO.

"ORIENT MILLS"

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NO. 2 BAY STREET, TORONTO, CANADA.

The most modern and best equipped Coffee and Spice Mills in Canada. We are branching out this year in many new lines in COFFEES SPICES, BAKING POWDERS, EXTRACTS, HERBS, ETC. and our constant effort will be to give the trade of Canada the best value in our special line of business. If you desire any special lines, write for samples and prices.

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to do BUSINESS
With BUSINESS men
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and
we want **YOUR** business

Our "Orient" brands of Coffees, Spices, Baking Powder, Extracts, etc., will be the best that money and experience can produce.

Send for our Price List

SPECIAL NOTE.—We have associated with us this year **Mr. J. D. Roberts** (late of the Pure Gold Mfg. Co.), who will have charge of the sale of our goods. Mr. Roberts hopes shortly to make a personal call upon the trade.

EE & SPICE CO. LTD.
S VICE.PRES. J.A.WATSON. SEC.

YOU CAN'T AFFORD TO BE WITHOUT THEM. NOW IS THE TIME TO ORDER

McLAUCHLAN'S SODAS ALWAYS FRESH AND CRISP.

Jas. McLauchlan & Sons Biscuit Manufacturers Owen Sound.

POTATOES—The market is dull. Farmers' deliveries are light, but several carload lots have been coming forward during the week, and they are worth from 25 to 30c. per bag on track; out of store 35 to 40c. is quoted.

POULTRY—The market has been pretty well cleaned up and a better feeling now prevails. The demand is good. We quote: Chickens, 30 to 40c. per pair; turkeys, 6 to 7c.; geese, 6 to 6½c.; ducks, 60 to 70c.

HONEY — Dull and unchanged. We quote: Strained, 7c. in 60-lb. tins, and 8c. in 5 and 10-lb. tins; comb, $1.50 to $1.75 per dozen.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are fair and prices steady. We quote: Wheat, 86 to 87c. for white and 85 to 86c. for red, and 67 to 68c. for goose; oats, 22 to 23½c.; peas, 44 to 45c.

FLOUR—There is not much doing and prices are much about as before. We quote in carloads on track, Toronto: Manitoba patents, $5.30; Manitoba strong bakers', $4.90; Ontario patents, $4.75 to $5.25; straight roller, $4.30, Toronto freights.

BREAKFAST FOODS—There is not much doing and prices show a further decline in oatmeal. We quote: Standard oatmeal and rolled oats, $3.20 in bags and $3.30 in bbls.; rolled wheat, $2.70 in 100-lb. bbls.; cornmeal, $2.40 to $2.50; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH AND OYSTERS.

The fish trade is still dull and prices unchanged. We quote: White fish 7½c.; trout, 7c.; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.25 to $2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.10 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 7c.; sea herring, $1 to $1.25 per 100; smelts, 7 to 10c. Oysters are quoted at $1.25 to $1.35 for standards, and $1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

Provisions are quiet and unchanged. Offerings of dressed hogs are unusually liberal and prices are easier in consequence. In carload lots, Toronto, $4.50 is being paid for heavy weights and $5 for light weights.

DRY SALTED MEATS—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9½ to 10c.; medium, 15 to 20 lbs., 10½c.; small hams, 11c.; backs, 9½ to 10c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7c.; tubs, 7¼c.; pails, 7½c.

BARREL PORK—Canadian heavy mess, $12 to $12.50; Canadian short-cut, $12.50 to $13; clear shoulder mess, $10 to $10.50.

SALT.

There is still a fair trade doing. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PETROLEUM.

Business continues brisk. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 19c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lambskins, 85 to 90c.

WOOL—The market is steady. Dealers are paying 21 to 22c. for combing fleece, 17c. for rejections. Pulled supers are 20 to 21c. and extras at 22 to 23c.

MARKET NOTES.

Beets advanced ¾d. in London on Monday.

Autumnal flavored Indian teas are ½d. per lb. dearer in London.

The cable announces a further advance in the price of currants at Patras.

The export demand for evaporated apples has improved, and prices, both here and in New York, have advanced ¼c. per lb.

Canned lobsters are scarce and dearer.

A second and final dividend of 11c. on the dollar has been paid by the estate of the late Toronto Biscuit and Confectionery Co., making the total amount received by the creditors 26c. on the dollar.

N. Munro & Co., grocers, 201 Wellesley street, Toronto, have assigned to Assignee George Clay. The store is one of the largest in the north end of the city, and carries a heavy stock. The liabilities are placed at $11,500 and the assets will probably amount to $8,000 or $9,000.

OUEBEC MARKETS.

MONTREAL, JAN. 14, 1897.

GROCERIES.

THOUGH the week has exhibited no pronounced change there has been some appreciation in the volume of business, a gratifying indication being the expansion in the orders, though individually they are as yet mainly confined to actual wants. Few features of any moment have transpired. Sugar rules firm outside, but the local market does not respond and cutting on yellows is still reported. Syrups are quiet, and the strength in molasses is, if anything, more marked, jobbers paying an advance this week to replenish stocks. Rice rules steady, and the same can be said of spices, coffee, tea and dried fruits. Some

WE ARE PAYING CASH FOR DRIED APPLES

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. Toronto

We Offer

A Good Wholesome Oolong	at	8c.
Japan Tea in 40-lb. bxs.	at	13c.
Japan Tea in Hf.-chests	at	12½c.
Japan Tea in Hf.-chests	at	15c.
Gunpowder in cads	at	10c.
Congou in Hf.-chests	at	10c.
Y. Hyson in Hf.-chts., fine draw	at	12c.
Darjeeling, fine	at	18c.
Evaporated Peaches in bags	at	5½c.
" Apricots in bags	at	5½c.
Silver Prunes in bags	at	5½c.
Eleme Figs, 5 rows	at	8c.
Malaga Figs in taps	at	3½ c.
Loose Muscatels, Malaga Fruit	at	7½ c.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

lines of canned goods are working firmer, while fish, produce, etc., are much as they were.

SUGAR.

The chief feature in sugar is the continued strength in raw sugar. Private cables today from London quoted beet 9s. 4½d. for both January and February. The New York market for both raw and refined is also without question strong. Granulated was quoted at 4.10c. net in New York. The local market, however, while firm in tone, in sympathy with the above, exhibits no change in value, and sales of round lots of granulated are noted at 3⅞c. at the refineries and yellows at 3⅛c., and it is claimed that Halifax refiners have offered a cut on this figure. Demand in a jobbing way is still confined to small orders, but their volume is increasing. We quote: Granulated, 4 to 4⅛c., and yellows 3¼ to 3¾c., as to grade.

SYRUPS.

Business continues quiet in syrups, though there is a fair demand in a small way. Prices rule steady all the way from 1¾ to 3c., according to grade, or 22 to 35c.

MOLASSES.

There has been a steady enquiry for molasses in a jobbing way, and wholesalers who tried to replace stock this week had to pay 29 to 29½c. for fair-sized lots of Barbadoes. This is ½c. higher than what it was offered for last week. In a jobbing way prices are held strong at 30 to 31c. as to quantity and quality.

RICE.

With continued strong advices from abroad the firm feeling in rice is maintained, though there is no quotable change in prices to report. We quote: Crystal Japan, $5 to $5.25; standard B., $3.70; Patna, $4.75 to $5.25; Carolina, $6.75 to $7.75, and Java, $4 to $4.25.

SPICES.

There has been a fair enquiry for both white and black pepper and nutmegs, encouraged by the firm feeling abroad. The best offer now on Singapore pepper is 5c. cost and freight Montreal, and black 3c. In a jobbing way we quote: Pure black pepper, 10c.; pure white, 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

There is nothing new to report in coffee, except that the scarcity of Maracaibo stock has not been relieved. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18 to 20½c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

The tea market has been quiet in a wholesale way, while the tone of the market is firm. Demand has picked up in a distributing way this week, and, though the orders are for small lots, jobbers consider the enquiry an encouraging sign. A scarcity of low-priced Japans is still the leading feature of the situation, and advices from London state that good marks of Ceylons and Indias are extremely difficult to obtain. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for

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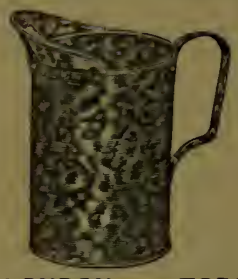

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F. W. Fearman
HAMILTON

high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There is no feature in Valencia raisins outside of a few sorting orders. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

Arrivals of California raisins have been moderate all along, and values are firm; 2-crown, 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Loose Malaga muscatel raisins have turned out well at 7 to 7½c. for medium and 8 to 8½c. for high grades.

Sultana raisins continue quiet and steady at 7 to 12c. as to quality.

There is no change in currants, but prices are firmly held on strong advices from abroad. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes meet a good jobbing enquiry for actual wants. We quote: French 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's., and 7 to 8c. for 70 to 80's.

There is no change in figs, which range from 9½ to 11c, as to grade.

Dates meet a quiet enquiry at 5 to 5½c.

Evaporated California fruit is quiet. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c. as to brand.

NUTS.

A small sorting enquiry is the only feature in nuts. We quote as follows: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoanuts, $5 per 100.

CANNED GOODS.

The feature in canned goods is the strength in tomatoes and peaches. The

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We know it because
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It pays to handle such goods.
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Special Fancy California Washington Navels. Fancy New Valencias.
Fancy Messina Lemons,
Malaga Grapes, New Nuts,
Figs and Dates. . . .
HUGH WALKER & SON
GUELPH, ONT.

former are not available now under 75 to 80c., even in lots, while peaches have realized $2.75 to $3 for 3's and $1.75 to $2 for 2's. We quote: Tomatoes, 75 to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, $2.75 to $3 for 3's, $1.75 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

There is only a quiet trade passing in fish, but while stocks are considerable there is no change in values. We quote: Labrador herrings, $4.75 per bbl.; No. 1 N.S., $3.75 to $4 per bbl., and $2.25 to $2.35 per half-bbl.; No. 1 draft green cod, $5 to $5.25; No. 1 do., $4.50; No. 2, $3.35 to $3.50; No. 1 green haddock, $3.50; No. 1 Lake trout, $3.90 to $4 per keg; No. 1 white fish, $5 per barrel; small Labrador salmon, $12.50 to $13; No. 1 B. C., $6 per half-bbl., and $12 per bbl. to arrive; No. 1 halibut, $7.50 to $8 per bbl.; tongues and sounds, $7.50, and salt eels, 4½ to 5c. per lb. Fresh tommycod, $1.25 to $1.40 per bbl,; haddock, 3¼ to 3½c.; frozen salmon, 11 to 12c.; halibut, 8c., and Manitoba pickerel, whitefish and trout, 6½c. per lb.; smoked haddies, 6 to 7c.; Yarmouth and Bay bloaters, 90c. per box; kippered herrings, $1.30 to $1.50; ciscoes, 75c. per basket of 100 fish, and medium smoked herring, 10 to 11c. per lb. Dried cod, $4 per cwt.; pollock, $1.90 to $2 per 100 lbs.; skinless cod, $4.50 to $5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb. Malpeques, $5 to $5.50 per bbl.; Buctouche, $4.50 to $5; Miramachi, $3 to $3.50, and ordinary, $2.50 per bbl.

GREEN FRUIT.

Business does not show any particular animation in green fruit. Oranges of all kinds, except Valencias, which are abundant, exhibit a steady to stronger feeling. Valencias are lower. Malaga grapes are almost exhausted, and are 50c. higher. We quote: California oranges, $4 to $4.50 per box; Florida oranges, $5 to $5.50 per box; Jamaica oranges, $7.50 to $8 per bbl.; Valencia oranges, $3.50 to $3.75 per box; lemons, $2 to $2.75 per box, and $5 per chest; cranberries, $2.50 to $5 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, $7.50 to $8.

APPLES.

There is very little doing in apples, prices ruling unchanged, while demand is slow. We quote: No. 1, 90c. to $1.40; No. 2, 40 to 85c.

DRIED APPLES.

No life or improvement is noted in dried apples, and we quote 3 to 3½c. in small jobbing parcels, while jobbers bid 2½ to 3c. for them laid down in Montreal. Evaporated apples are quiet at 3¾ to 4¼c., as to quality.

COUNTRY PRODUCE.

EGGS—There is only a small jobbing business in eggs. Prices are steady at 14 to 14½c. for Montreal limed and 13 to 13½c. for western ditto.

BEANS—There is no change in beans, sales being slow at 80 to 85c. in car lots, and 90 to 95c. in a jobbing way.

POTATOES — Demand for potatoes continues slow at 35 to 40c. per bag in car lots, and 45 to 50c. in a small way.

ONIONS — Are rather firmer in consequence of diminishing stocks and we quote red $1.60 to $1.75, and yellow, $1.85 to $2.

HONEY —Dull and unchanged at 8 to 10c. for comb honey, and 7½ to 9c. for extracted.

HOPS—Quiet and steady at 11 to 12c. for choice 1896; fair to good do. 8 to 10c., and yearlings, 5 to 6c.

DRESSED HOGS—There is a good demand for light weights at $5.25 in car lots. On the other hand, heavy weights are easy, being offered at $4.75, and buyers refused them.

PROVISIONS.

There was no improvement in the local provision market, trade being quiet and of a jobbing character. New packed Canadian pork, $11 to $12; old at $10 to $10.50 per bbl.; pure Canadian lard, in pails, at 6½ to 7c., and compound, refined, at 5¼ to 5½c. per lb.; hams, 9 to 10c., and bacon, 8½ to 9½c. per lb.

FLOUR, AND MEAL.

There was no change in the situation of the flour market. The demand continues of a local character, and the market is quiet. Winter wheat patents are selling at $4.70 to $4.85; Manitoba spring wheat, patents, $5 to $5.30; strong bakers', $4.50 to $5; straight rollers, $4.25 to $4.50; and in bags, $2.10 to $2.25.

The oatmeal market was quiet and steady at a decline in price. Rolled oats are offering at $3.30 to $3.40 per barrel and at $1.65 to $1.70 per bag.

The demand for feed was quiet. Bran is quoted at $9.50 to $10 per ton, including bags, and Ontario at $9.25 in bulk.

HAY.

The hay market is easy, No. 1 being offered 25 to 50c. a ton lower, at $10.25 to $10.50; No. 2 is neglected at $9 to $9.25.

CHEESE AND BUTTER.

Cheese exhibited more strength this week, though no appreciable increase in activity is to report. The reason is not far to seek. Most of the enquiry was and has heen for white cheese, and holders in the majority of cases refuse to part with these goods separate from their colored. As a matter of fact there is very little finest white cheese to be had, practically all that there is on spot being concentrated in the hands of two or three holders. It is only a question of time, therefore, and a very short time, when buyers will have to be satisfied with colored cheese. Values are now firmly held at 10½ to 10¾c., several trades being put through at the inside, while the outside was realized in the case of a small lot of colored and white. Indeed, it is doubtful if a buyer will be able to fill a large order from now on at 10½c. The public cable advanced Monday to 52s.

The butter market was quiet and steady; the chief supporting influence is the scarcity of fine to finest creamery. Any that comes in is quickly absorbed for local wants at 19 to 19½c., and as shippers cannot afford these figures, they are out of it for the time being.

MONTREAL NOTES.

The best figures on Singapore pepper, cost and freight Montreal, is 5c., and black pepper 3c.

Stocks of canned tomatoes and peaches are light in jobbers' hands in this market, and sellers are asking more money.

Cables from the outside on raw sugar continue firm, but refined stock here fails to respond; in fact, cutting on yellows is again reported.

The scarcity of Maracaibo coffee on spot has not been relieved yet, and an invoice lot was snapped up the other day as soon as it was offered at 17½c.

Jobbers who replaced stocks of Barbadoes molasses this week had to pay an advance of ½c., their fresh supplies costing them 29c. which is now an inside price.

Private cables from London quote 4½d. to 4¾d. f.o.b. the inside prices there on Moyune Young Hysons, which are very firm, nothing being obtainable under those prices.

Advices from London state that good makes of Ceylon teas are extremely scarce on that market. The same can be said of low-priced Japans on spot; they are not to be had.

Canadian onions have been bought pretty freely on American account lately, over five carloads being taken during the past ten days. This has reduced stocks here, and led to an advance in prices.

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NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Jan. 14, 1897.

BUSINESS is still quiet. The lack of snow is much felt, not only in the city, but even in the country. Stock-taking has occupied the attention of many, while others are getting ready to take it the first of next month. Profits are found in many cases to be not equal with last year. While flour, oatmeal and dried fruit have shown a good profit during the latter part of the year, sugar, molasses, pork, lard, beans and dried apples have shown largely on the other side, and much of the canned goods handled have shown little, if any, profit.

OIL—At present the demand in all lines is light, dealers having bought their supplies earlier. In lubricating the feeling is firmer than at the same time last year. Attention is now being directed to these lines. We quote: Best American burning oil, 19¾ to 21c.; Canadian, 18½ to 19½c.; prime. 16¼ to 17c.

SALT—There is little of interest. An occasional car of Canadian comes into the market. In fine salt this grade is being largely used, and gives good satisfaction. In Liverpool coarse, the direct steamer each trip brings a quantity, but there is only a light sale. Prices are quoted low from steamer's side. We quote as follows: Coarse, 48 to 50c.; Liverpool factory-filled, 90c. to $1; Canadian fine, $1 per bag.; 5-lb. bags, in bbls., $3.25; 10-lb. bags, in bbls., $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz.

CANNED GOODS.—Dealers find but limited enquiry. There is a firmer feeling manifested. The high prices obtained in the fall in the English market for lobsters has left our market bare, and this has put the price where it has lessened the demand. Salmon have turned out a larger stock than was expected. Gallon apples show light sale, although quality of some brands here is very nice. Finnan haddies are dull in local market. Fresh smoked goods being plenty, there is a good trade west. We quote: Corn, 65 to 70c.; peas, 75 to 80c.; tomatoes, 75 to 80c.; gallon apples, $1.80 to $2; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.34 to $1.45; peaches, 3's, Canadian, $2.85 to $3; 2's, $1.90 to $2; pineapple, $2.25 to $2.65; salmon, $1.35 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.25 to $1.30; clams, $5 for 4 doz; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT— Trade continues quiet. Cape Cod cranberries are dull, and for native grown there is really no sale. Oranges are plentiful. Some kinds are high. Californias are not particularly popular here. In Valencias prices marked again lower. While appearance of the fruit and color is good, they are still sour. Some Jamaicas are here, and it is said in some cases they are made to do duty for Floridas. Lemons are easy, and have good sale. Pineapples and bananas dull. Apples are a drug. Those sold at auction bring little or nothing. We quote: Messina lemons, $3.55 to $3.75; oranges, Valencia, $3.50 to $3.75; Jamaica oranges, $4.75 to $5; California oranges, $4.75 to $5; Florida oranges, $5 to $5.50; bananas, $1.75 to $2.25; apples, $1 to $1.50 per bbl.; keg grapes, $7 to $8; cranberries, Cape Cod, $5 to $6 per bbl.; bog cranberries, native, $4.50 to $5; pineapples, $1.50 to $2 per doz.

DRIED FRUIT—A few new dates are to hand this week. These came via American market. The market is still lightly supplied, the direct shipments via London not being to hand. Onions are becoming light stock, and the report from Montreal is the same. The price in Boston is also higher. Raisins are in light supply, and prices will be higher. Evaporated and dried apples show no change. Stocks here are large. Demand for currants keeps up well. Prunes show but light demand in spite of higher prices and small stocks. The demand for California prunes is backward, and evaporated fruits have very little sale. We quote as follows: Valencias, 5 to 6c.; California L.M. 3-crown, 7½ to 7¾c.; London layers, $1.75 to $2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7½c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 6c.; dates, 5½ to 6c.; dried apples, 3 to 3½c.; evaporated apples, 5 to

5¼c.; Canadian onions, $2.20 to $2.25; cocoanuts, $4 to $4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; citron peel, 17 to 17½c.; orange and lemon, 12½ to 13c.; Valencias, layers, 6½ to 7½c.; 4-crown L. M. raisins, 8½ to 9c.

SUGAR — While price here shows no change there is a firmer feeling, and higher prices are looked for. At present sales are light. We quote: Granulated, 4 to 4¼c.; yellows, 3¼ to 3⅜c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—There is a fair sale and values tend rather higher. Stocks are not large. There are now a number of grades of New Orleans here, and for the best there is a good demand. There is quantity of Trinidad here in bond on consignment, which could be bought low. While sound, the color is dark. The poor quality of Barbadoes has much affected the sale, while the sale of Porto Rico has been large. We quote: Barbadoes, 27 to 28c.; Porto Rico, 29 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

FISH—The principal movement for the week has been in frozen fish, but the quantity moved has not been large. Price shows no change. Lobster is seen. So far, the size of those offered is small. Kippered herring are light stock. Bloaters are dull, and smoked still easy. There are no strictly medium smoked herring now brought here, the sizes running large. Dry and pickled fish show no change. We quote: Large cod, $3.25 to $3.50; medium, $2.75 to $3; pollock, $1.15 to $1.25; bay herring, $1.30 to $1.35 per half-bbl.; smoked, new, 7 to 8c.; shad, half-bbl, $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 60 to 70c. per box; kippered, $1 per box; Barrington, $3.25 per bbl.; Shelburne, $3.50 per bbl.; frozen herring, 65 to 70 per 100; smelt, 4 to 5c.; frozen cod, 2 to 2½c. per lb.; lobsters, 5 to 6c. each.

PROVISIONS—The conditions remain without change. In smoked meats, rolls are offered low, and large hams are also offered below price of last week. This does not appear to help the sale. American pure lard is still being received here. In pork the price rules low, with beef steady. We quote as follows: Clear pork, $13.50 to $14; mess, $12.50 to $13; plate beef, $12 to $13; hams, 10 to 12c.; rolls, 7 to 7½c.; pure lard, tubs, 7¾ to 8c.; compound, 6½ to 7½c.

DAIRY PRODUCE—In butter there is slow movement, and quality is poor. Country rolls are dull. In creamery the Ontario effects the sale of our local make in large packages. The print butter sold here is made in these lower provinces. Cheese is in light supply and the supply is limited. Eggs are dull, quality being but fairly satisfactory. We quote: Dairy tubs, 16 to 18c.; creamery, 20 to 21c.; prints, 21 to 22c.; eggs, 17 to 18c.; cheese, 10 to 10½.

FLOUR, FEED AND MEAL—There is really no change, as far as our market is concerned, but in flour the feeling favors higher prices, particularly Manitoba kinds, which have a large sale. Oats are firmer and higher, while oatmeal is rather easier. Our merchants are, however, not buyers. Cornmeal is quiet at the low price. Beans are low and show no sign of an improvement. In feed some low-priced grades of good value have been received, but demand is light. Barley is rather higher. In hay business is dull. Westmoreland hay is selling rather under Carleton county prices. We quote as follows: Manitoba flour, $5.70 to $5.80; best Ontario, $5 to $5.10; medium, $4.70 to $4.80; oatmeal, $3.60 to $3.70; cornmeal, $1.90 to $2; middlings, car lots, in bulk, $14 to $15; bran, do., do., $13 to $14; hand-picked beans, 90c. to $1; prime, 85 to 90c.; oats, 32 to 35c.; hay, $11 to $12; barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50; buckwheat meal, $1.20 to $1.25; grey, $1.75 to $2.00.

ST. JOHN NOTES.

A large quantity of dry fish passed through St. John for Havana this week via Boston.

Digby is to have a first-class business summer hotel, with 100 sleeping apartments. Everything will be up to date. The situation chosen is a most commanding one.

Michael Lefebvre & Co., vinegar and pickle manufacturers, it is reported, are about to start a Maritime branch, with factory at St. John. Mr. J. J. Ryan, who for so many years has traveled through these provinces in their interests, will assume control of the business here.

Robertson & Co., whose failure was spoken of last week, report their liabilities at $5,000, and nominal assets $4,000. His offer of 25c. cash was not accepted, but the creditors trusted the estate, and, it is said, will run the business for eighteen months. Retail merchants are much displeased at this action.

The transatlantic shipments of deals, etc., from New Brunswick for 1896 is reported as 386,039,977 superficial feet and 10,215 tons of timber, being an increase of 4,657,403 feet of deals, etc., and 899 tons of timber over 1895. The outlook for the coming season is good. Many contracts are already made at a material advance over last season's prices.

THE CANADIAN GROCER has received a handsome calendar from Hall & Fairweather. This old and well-known firm, which was reported to be in difficulty, has this week paid its creditors the compromise agreed upon. Application has been made by S. S. Hall, S. S. de Forest, Horace King, W. C. Cross and H. H. Fairweather, for letters patent under the Joint Stock Companies Act with a capital of $50,000.

The first steamer doing winter port business out of St. John took of western goods about 14,000 tons, consisting of 54,680 sacks flour, 7,897 sacks oatmeal, 5,184 sacks beans, peas and barley, 12,411 packages butter, 147,122 bushels grain, 1,201 bags seeds, 9,418 barrels apples, 2,278 cases eggs, 9,640 bags asbestos, 3,673 bales hay, 4,935 tierces lard, 2,862 boxes meats, 16 cars lumber, 2,495 head cattle, and some 31 cars general goods.

BUTTER AND CHEESE MEN.

The Montreal Butter and Cheese Association have elected officers for the ensuing year, who are as follows:

President—A. J. Brice.
Vice-president—Jos. Oliver.
Treasurer—P. W. McLagan.
Executive Committee—Geo. Hodge. Arthur Hodgson, N. F. Bedard, J. J. Kirkpatrick.
Arbitration Committee—Jno. McKergow, W. T. Ware, Jos. Alexander, A. C. Wieland and J. A. Vaillancourt.

It was decided that the newly elected president should be the association nominee to represent it on the General Council of the Board of Trade.

PURE GOLD CO.'S NOTE BOOK.

On page 36 of the last issue of THE CANADIAN GROCER appeared an item to the effect that the Pure Gold Manufacturing Co. were issuing a leather covered note book which would be sent to all applicants on the receipt of a 1c. stamp. The item was published in good faith, but it has nevertheless turned out to be an error. The Pure Gold Co, has no note book for general distribution, and we regret exceedingly that the avalanche of letters which the company has received has put it to so much inconvenience day after day in answering.

PUTTING IN NEW MACHINERY.

The F. F. Dalley Co., of Hamilton, last year found themselves hampered at certain seasons in filling orders as promptly as they wished, so this winter they are putting in a lot of new machinery of the very latest and newest improved pattern, which will largely tend to improve the quality and increase the output of their spices, self-rising flours, baking powder, English Army blacking, ladies' shoe dressings, Gem stove paste, etc. They say there will be no delay in filling orders after the new plant is in position.

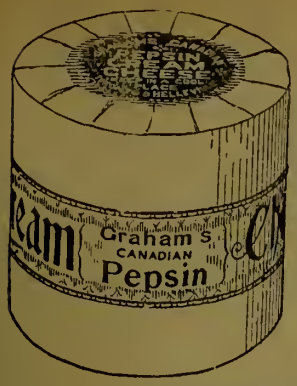
PERSONAL MENTION.

Mr. H. C. Fortier, of the Toronto Biscuit and Confectionery Co., is making a trip over the west as far as Windsor, and his old home, Amherstburg. This company is making a great bid for the best trade of Canada. No stone is being left unturned, and certainly their goods warrant the patronage they are receiving.

Capt. Charles A. Smylie, of Young & Smylie, Brooklyn, N.Y., was in Toronto this week on business,

Mr. Fernold, of Kobe, Japan, representing Carter, Macy & Co., tea merchants, was in Toronto this week looking up business for next season.

Mr. Fred. Dane, representative in Toronto of Samuel Hanson, Son & Barter, London, Eng., returned home on Monday from a flying visit to his native land, Ireland. He also spent a short time in England. He was away five weeks and enjoyed himself well, although he experienced rough weather both going and returning.



GRAHAM'S PEPSIN CHEESE STILL LEADS

Try it and be convinced.

Pure **APPLE JELLY** (unsweetened) for the following price during January only, viz. :—

In carload lots, 7 and 14 lb. pails ..... 3c. per lb. f.o.b. Kingsville, Ont.
In ton lots " " " ..... 3½c. " " " "
In smaller quantities, 7 and 14 lb. pails ..... 4c. " " " "

OUR MINCEMEAT IS HAVING A BIG SALE NOW

Don't forget our PURE CIDER VINEGAR at 10c. per gallon f.o.b. Belleville.

Toronto Office :
519 King Street West

R. J. GRAHAM
Belleville

FOR THE
Whitest
Lightest
and
Sweetest
Cakes

USE

Ocean Wave Baking Powder

Manufactured by the

Hamilton Coffee and Spice Co.

HAMILTON, ONT.

NEW YEAR'S TRADE

...SPECIAL OFFERS OF...

Finest Malaga Raisins, Figs, Shelled Almonds, Shelled Walnuts.

ABOVE GOODS ARE OF BEST QUALITY, AND OUR PRICES ARE LOW.

We will give Special Quotations for our

Celebrated P. Richard's Brandy

GOLD LABEL.
SILVER LABEL.
WHITE LABEL.

The quality of this Brandy is unequalled for price.

WRITE FOR PRICES AND SAMPLES.

LAPORTE, MARTIN & CIE.

...Wholesale...
Grocers

Montreal

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

JOHN SLOAN & CO. are in receipt of a carload of 500 cases of "Harlock" brand of low-priced canned salmon.

Aylmer chicken soup is in stock with the Davidson & Hay, Ltd.

T. Kinnear & Co. have received into stock a fine, bright syrup.

Clemes Bros. are in receipt of a shipment of fancy California navel oranges.

T. Kinnear & Co. announce that they have fine value in Japan teas to retail at 25c.

The Davidson & Hay, Ltd., report a good demand for their special syrup in 2 gallon pails.

W. H. Gillard & Co. are this week advertising the Grocers' show case at a very low price.

There is a steady demand reported by T. A. Lytle & Co. for pickles of all kinds, both in bottle and bulk.

California evaporated fruits are offered at tempting prices by the Eby, Blain Co. See their ad. in another column.

Lucas, Steele & Bristol have a good stock of Labrador herring, and their B.C. salmon in half barrels have gone out well.

A shipment of Arguimbau's select and fine off-stalk Valencias arrived this week for the Eby, Blain Co., Ltd.

The Davidson & Hay, Ltd., have just received a line of first Young Hyson, which shows exceptional value in the cup.

T. Kinnear & Co. have Labrador herrings in barrels and half-barrels which they are offering at figures below the regular price.

W. H. Gillard & Co. have still a good supply of choice family figs in 28-lb. boxes and natural figs in 56-lb. bags, which are being sold at low prices.

For the next three weeks the Eby, Blain Co., Ltd., are offering specially low prices on all grades of domestic, milled and imported Japan and Patna rices.

The new year has opened with a good demand for Cottam's bird seed in Montreal. Jobbers there have been placing quite a few orders for supplies of it lately.

A large shipment of green Rio coffees is reported by the Eby, Blain Co., Ltd. Quality and prices are claimed to be exceptionally right. Write for samples.

John Mouat, W. H. Gillard & Co.'s Northwest representative, has written a letter to that firm stating that their "Standard" blacks have made a decided hit with the grocers there on account of their suitability to the hard alkaline water.

The Eby, Blain Co., Ltd., have something new in salt called "Perfection," put up in neat round cardboard packages, containing 4 pounds, 24 to the case. These are good sellers, and retail at 10c.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

THIS week Lucas, Steele & Bristol have secured exceptional value in Darjeeling tea, also Kintuck. They are the finest obtainable.

Another shipment of fine Hallowee dates is reported by the Eby, Blain Co., Ltd. at low prices.

Choice cleaned currants, 1 lb. and 2-lb. cartoons are selling well with the Davidson & Hay, Ltd.

"Tryphosa," the new and most delicious table jelly on the market, put up in the form of a powder—connoisseurs admit their satisfaction with this article—retails at 15c. per package—(pint).

"Rising Sun" stove polish is coming into popular favor with a rush, and the Eby, Blain Co.'s sales of same are constantly on the increase. Put up in 5 and 10c. retailing cakes. Boxes, 3 doz.

"Yes," say Lucas, Steele & Bristol, "our customers are more than pleased with 'Circle' tea, but we regret that many orders are only filled this week on account of delay in turning out packages."

"The demand for medium grades in Assams, Ceylons and Japans is very satisfactory. We have a grand range of these teas in stock, and buyers would do well to see our values," report the Davidson & Hay, Ltd.

The Eby, Blain Co. report enormous increase in sale of their "Kolona" Ceylon tea, and the trade are reaping a splendid margin. If you haven't tried it, send for sample case (30-lbs.), assorted ½ and 1-lb., black and mixed. Retails at 30, 40, 50, 60 and 80c. per lb.

IS IT RIGHT?

Editor CANADIAN GROCER,—The past few days I followed with some interest the trial of a liquor dealer who was being hauled over the coals by Messrs. Walker & Son, of Walkerville, for some crooked work in connection with their whiskey. In the long run the dealer was fined altogether about $100; but this, I think, is a very poor way for the prevention of such occurrences. In addition to the fine he certainly should have had his license taken away from him; and the same should have been meted out in the past to several dealers, both wholesale and retail, who have been caught red-handed and allowed to go on the payment of a small fine. The way such delinquents get off is discouraging to honest traders, and will end in the liquor trade falling into more disreputable hands than it is at present. It is a good thing that in this case the matter has been given some publicity, as in the case or cases of some wholesale dealers some time ago the matter was so hushed up that the trade never heard anything of it.

Perhaps you can from time to time assist the trade by giving room in your valuable journal for the purpose of exposing any transactions which should not take place between honest traders,

Yours, etc.,

DETECTIVE.

ST. JOHN'S FIRST LADY TRAVELER.

The first lady traveler out of St. John is on the road for the Bell Cigar Co. The lady is Miss May L. Vinton, formerly with H. J. Ogden & Co., Boston. She is making her first trip through Nova Scotia.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ◆ Once Tried Always Used.

BALFOUR & CO., HAMILTON

"BUILD TO-DAY THEN, STRONG AND SURE. WITH A FIRM AND AMPLE BASE." — Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

No Solder on the Inside

Of our cans. The seam of the can is made in such a way that the solder has to be placed on the outside of the can. That is a point that will win confidence from your customers for Canned Tomatoes. In this way you can largely increase your sales, and consequently your profits. It is to your interest to sell the best Canned Tomatoes. You run no risk in selling the "Kent" brand. We guarantee each can.

Agents . . .
Wright & Copp, Toronto.
Rose & Laflamme, Montreal.

THE KENT CANNING CO.
CHATHAM, ONT.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.
Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL

EQUAL TO HOME-MADE AND CHEAPER. . .

Made from freshest fruits and purest sugar — **JAMS and JELLIES** — Put up in glass and wood

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

RIO COFFEE

EXTRA CHOICE SELECTION.

Now in store Ex. SS. Catania.

WARREN BROS. & CO.
35 and 37 Front St. East, Toronto.

KINCORA
CEYLON TEA

Is fast becoming one of the most popular package teas on the market.

JOHN SLOAN & CO.
Wholesale Agents
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

TEAS...

Our Special Blends of

CHINA
CEYLON or
INDIAN

Send for Samples and Quotations.

PERKINS, INCE & CO.
TORONTO.

Holds the Record

"Excelsior Coffee"

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

GIVING CREDIT IN THE GROCERY BUSINESS.

BAD debts, writes "An Old Time Grocer" in Grocery World, cause the financial ruin of many grocers and result in loss to all who give credit.

These bad debts are in nearly all cases the result of unwise credits and failure to collect closely, and could and should in the majority of cases be avoided.

Permit an old-time grocer to offer some observations and suggestions upon this matter. Every person buying on credit should have an amount limit of $10, $20, $50, and a settlement limit weekly, semi-monthly or monthly, both based upon circumstances and conditions. There is a margin of safety beyond which you cannot go without danger of losing both customer and debt.

Customers who would perhaps buy $6 or $8 a week, paying semi-monthly, will, if the account is allowed to run up to $50 or $100, drop out and go somewhere else. In other words, you often spoil a good customer when you allow him to get beyond its limit. Regular settlements should be insisted upon with very few exceptions. Take a note if you cannot do better.

Accounts should be paid monthly or oftener. Men who draw their wages weekly should settle weekly, and those who are paid semi-monthly should be required to settle twice a month.

A careful examination of your worthless accounts will show that nearly all come from customers who buy freely, and might have continued good customers had you prevented the account becoming larger than they could pay. Slow, past-due accounts, unless carefully watched, often run into lost accounts.

It is difficult to fix the limit of a customer's credit, but in a general way it may be said that when a man owes his grocer a sum equivalent to two weeks' earnings, he has a debt that he will find it difficult to pay. A man who pays rent should not owe his grocer more than one week's wages or salary.

A grocery bill amounting to a month's wages has spoiled many a good customer, and in such cases the creditor is not blameless. It is difficult for a grocer to refuse a customer credit larger than the limit his judgment has fixed, in cases of trouble or misfortune, and here is where many dealers fail to do their duty to their families and creditors.

A grocer who gives credit based upon some future contingency acts as banker, and loans the equivalent of money without security or interest, and invites almost certain loss.

Nearly all unfortunates, because of sickness, strike or financial disaster, ask some grocer to become banker, and generally find some who do this to their loss.

Briefly stated, a grocer is not justified in giving credit for more than a week or two, as a matter of convenience to the customer, nor for an amount exceeding two weeks' income of the debtor.

The grocer who goes beyond these limits of safety, except in rare cases, assumes risk of loss that his margin of profit does not justify even if he is able to stand the loss of the account.

TRADE BETWEEN CANADA AND NEWFOUNDLAND.

There will be an excellent service this year between Newfoundland and Sydney, Cape Breton, in connection with the new railway in Newfoundland. A steamer, to cost about a quarter of a million, has just been ordered. It is expected this will turn part of the large supply trade now done by the United States into the hands of Canadian merchants.

WHAT CANADA IS EXPECTED TO DO.

The Produce Markets' Review, of London, Eng., has the following to say regarding Congou tea: "Business has been completely at a standstill since our last report, scarcely any transactions having taken place by private contract, and there have been no public sales. At the beginning of the new year a better demand will probably be experienced, as prices are extremely low, while there is a fair selection of all descriptions on offer. The export enquiry for some little time past has been rather better than usual, and with the present attractive range of values, a further development of the demand may not unreasonably be anticipated. Canada in particular will probably draw considerable quantities from this market, as prices here compare favorably with supplies drawn direct from China, via the Canadian Pacific Railway. Stocks also are very moderate, so that the prospects for the new year are generally regarded as favorable."

CANADIAN TURKEYS IN ENGLAND.

With the Canadian turkey, which has now become a hardy annual on our market, will be associated this year his American prototype. Shippers in the Dominion found that we received their poultry so well last year that they netted large profits on their exports, and this season they have sent considerably more than in any previous December, while Americans, determined not to be out of the hunt, have consigned liberally to London and Liverpool, making up for paucity at home by purchasing in Canadian poultry yards. Selling between 6d. and 8d. per lb., these turkeys, averaging 15 to 20 lbs., show good results both to the seller and buyer, as they are quite up to the standard of their Continental rivals, and will retail at quite as much. Every year the poultry trade becomes a gigantic one at Christmas time, but this year it appears to be of Gargantuan proportions.—Grocers' Journal.

1897

While the Year is Young

The Live Grocer will consider whether he can do anything to improve his business. The most successful business men have become so by recommending and selling the best qualities of goods.

PURE GOLD GOODS are known as the best, from one end of the Dominion to the other. Live firms are handling them.

Send in your orders for . . .

PURE GOLD BAKING POWDER and PURE GOLD FLAVORING EXTRACTS.

Want to Do More Business this Year?

Good Goods Will Make Your Business Better

A little satisfactory purchase often insures a customer's steady trade — the paying kind of trade. One sale at a large profit may cost you the trade of a steady customer. The careful, successful grocer always is sure of the quality of a line of goods before he supplies them to a customer.

Crown Brand Flavoring Extracts

are of **known** purity and strength. We make them in forty different flavors. We allow nothing to adulterate their purity—nothing to weaken their strength. We want you to try how your customers would like them. If they are not in every way satisfactory return them and get your money back.

THAT IS OUR GUARANTEE.

Goods We Handle Make And Keep Customers

Robert Greig & Co.

MONTREAL.

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !

Skilfully Blended ! !

Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

CONTINUED POPULARITY

Always of the highest quality, Carr & Co.'s Fancy Biscuits have retained their popularity since first manufactured, half a century ago. The grocer who means to do a good business must keep the goods that appeal to the public taste.

Do you keep Carr & Co.'s Biscuits in stock? You are losing business by not doing so. Send in a trial order for "Cafe Noir," your customers are sure to like them.

Sole agents for Canada

Robert Greig & Co.

MONTREAL

That...

Boston Tea Party

..of 1773

When George the Third was King--

Is being repeated throughout the States

But with this difference—

In 1773 the Colonists threw the Tea into Boston Harbor—not because they didn't want to pay the duty, but because [research has established the fact] it was Tea from China.

Now they are willing and ready to pay the duty and drink the tea because they are getting the pure, cleanly-made, healthy and economical teas of

Ceylon and India.—

PURITY OF MOCHA.

UNFOUNDED reports having gone abroad to the effect that coffee from Java and Singapore has been imported at Aden for admixture with the pure high-priced Mocha and Harrar varieties shipped from that port, the Aden Chamber of Commerce has issued a circular denying the accuracy of the reports, says a foreign paper. It appears that in the course of the present year 1,790 bags of coffee have been received at Aden from Bombay, Singapore, Java and the Malabar Coast. A detailed statement of these imports is given in the circular, on the authority of the assistant political resident at Aden, in which it is shown that 1,209 bags have been exported and 581 bags still remain in bond. Thus the whole of the imports are accounted for, and as the imported coffee is kept under lock and key by the Customs Department, and is exported under the eyes of the Customs officers, it is hardly possible that any of it can have been used for admixture with the superior Mocha or Harrar. Official statistics, furnished by the assistant resident and appended to the circular, indicate that the imported bean is sent to Zanzibar, Mokalla, Muscat and other minor neighboring ports, where it is understood to be used for local consumption, its relative cheapness being regarded as sufficient compensation for its inferior quality.

It may relieve the minds of grocers in this country to learn the foregoing facts, especially as the imports of Mocha coffee into the United States are trivial. In the ten months ended October 31, 1895, the entire imports of coffee from those countries whence it was only possible for Mocha coffee to come were only about 7,000,000 pounds.

Therefore, as the quantity of Mocha coffee received here is so small, it is well that there should be no room for doubt as to its purity.—New York Merchants' Review.

PROFITS ON NEW GOODS.

INTRODUCING new goods is a problem that but few people are able to solve. Sometimes the difficulty is in the article, and sometimes in the manufacturer, but more often in the manufacturer. The article may have merits, but when it is not properly advertised it will not sell. So many manufacturers underestimate the grocer as an aid in introducing goods. They think it is not necessary to please him, and they fix prices in a manner that a grocer's margin of profits is not a fair compensation for handling the goods. A grocer ought to have larger profits on new goods than old ones; first, because they are slower in selling, and therefore occupy the shelf space longer, and then there is the trouble of talking about them and the risk of becoming dead stock. There is a certain percentage of new articles which invariably become dead stock, and are bound to be a loss to the grocer. Manufacturers are often sore on the grocers, because they do not sell enough goods. They often say that the grocers in New York are not of the same intelligence as those in country towns, where new goods always find a more ready sale. These manufacturers have no idea of the different conditions prevailing in country and city stores. The city storekeeper is far more busy than the country storekeeper, who can afford to chat away some time with every customer who comes in. Having a smaller number of customers and having plenty of time for a chat, they will think of new articles in their store and recommend them. The average grocer in the city has his store crowded with people, and is so eager to serve them all quickly, that he cannot stop talking about the merits of new goods. There are, of course, different conditions in different city stores, and the grocers who are not doing a rushing cash business are more inclined to introduce new goods.—Retail Grocers' Advocate.

A CHEESE MAN FAILS.

O. Bush, M.P.P., a prominent cheese manufacturer of Kemptville, has assigned. His liabilities are said to be in the neighborhood of $10,000 or $11,000, with approximate assets of $7,000. Mr. Bush was the owner of several large cheese factories, and though he has always borne the reputation of being a careful business man, his reverses are said to have been brought about by bad speculations on last season's output, all of which he has sold out, so that there are no available assets from that quarter.

The principal creditors are the farmers who are patrons of Mr. Bush's factories. These will be heavy losers, as Mr. Bush has expressed himself that he cannot pay more than 50c. on the dollar. A meeting of the creditors is called at the sheriff's office for Friday, the 15th inst.

A REFINERY'S PROFITS.

The Dessau Sugar Refinery, which has a capital of 2,400,000 marks (£120,000), lately celebrated the 25th year of its existence, and amongst other matters invested a sum of 300,000 marks (£15,000), the annual interest to be for aged employes and workmen, in addition to what is already legally provided in that direction; 50,000 marks (£2,500) were devoted to the building of baths for the town, and 15,000 marks (£750) for an infants' school.—Kuhlow's German Trade Review.

THE SLEEPY TRAVELER DID NOT DEPRESS HIM.

THE monotonous voice of the train boy broke in upon the meditations of the sleepy traveler, says a contemporary.

"Puck, Judge, Life, any of the sporting or comic publications, books by popular authors—"

"Not any," drowsily answered the traveler.

In a few minutes the boy came back and spoke to him again.

"Bananas, oranges, ap—".

"No."

Again the boy went away and again came back.

"Figs, chocolate, caramels—"

"Don't want anything. I wish you would quit bothering me."

Once more the boy went away and once more he returned.

"Now, see here," said the traveler, thoroughly awakened by this time. "Young chap, I don't want lead pencils, prize packages, stationery, books, paper of any kind, cigars, candy, or skull caps. I have no use for nuts, shelled or otherwise, and you can't sell me any soap, buckles, combs, razor strops, cuff buttons, almanacs, papers of pins, corn starch, rugs, walking sticks, mustard spoons, umbrellas, night shirts, clothes pins, brocaded silks, rubber bands, carpets, bicycles, shaving mugs, yachting caps, diamonds, knives or forks, cut glass, flour, bacon, pickle dishes, perfumery, coffee, tea, fine cut tobacco, coal, baby carriages, elephants, horses or any other kind of animal, four-footed or otherwise, saw logs, mining stock or real estate. Now will you go away and let me alone?"

"Yes sir," rejoined the train boy, in the same monotonous tone, "want any chewing gum?"

ATTAR OF ROSE.

The rose, the queen of flowers, that has been said to preserve "all the fragrance of summer when summer is gone," yields its fragrant attar, or otto, to the villagers of Turkey and the peasant proprietors of Grasse, Cannes, Nice and the Valois in no niggardly quantity. Yet the true attar does not satisfy the true needs of the toilet. Pure attar of roses is of extreme rarity and is worth its weight in gold, the rose attar of commerce being largely adulterated with sandal, or with attar of rose geranium, which is largely grown for the purpose in France and Turkey. The characteristic rose scent is shared by Pæonia albiflora fragrans (an ally of the lovely rose-scented China peonies of our gardens), the root of Rhodiola roses (a species of sedum growing on damp rocks on the high mountains of Scotland, Ireland and in the north of England, and on sea cliffs), and by the rasped wood of the Brazilian tulip tree.—Chambers' Journal.

POINTS FOR CLERKS.

NATURE demands that you labor until you are tired before she will reward you with sweet, refreshing sleep and a ravenous appetite—luxuries which the idle and the lazy never enjoy. She reserves these boons for her hard-handed toilers. As their pay is small she gives them this additional compensation for doing the world's drudgery.

The bicycle falls the moment it stops; industry keeps many a life from falling.

The man who stands with his hands in his pockets month after month while others are working will soon have them in other folks' pockets.

The let-alone principle is dangerous. Let your brain alone and you will become an imbecile. Let your land alone and you will become a pauper. Let your neighbor alone and you will become selfish. Let your soul alone and you will become devilish.

A lazy man is of no more use in the world than a dead man, and he takes up more room. Who waits for something to turn up, often turns up himself in jail.

"There is a perennial nobleness and even sacredness in work," said Carlyle. "Were he never so benighted, forgetful of his high calling, there is always hope in a man who honestly and earnestly works; in idleness alone is there perpetual despair.

"Consider how, even in the meanest sorts of labor, the whole soul of man is composed into a kind of real harmony the instant he sets himself to work. Doubt, Desire, Sorrow, Remorse, Indignation, Despair itself, all these like hell-dogs lie beleaguering the soul of the poor day-worker, as of every man; but he bends himself with free valor against his task, and all these are stilled, all these shrink, murmuring far off into their caves. The man is now a man. The blessed glow of labor in him, is it not as purifying fire?"

"If ever this free people—this Government—is utterly demoralized," said Lincoln, "it will come from this human struggle for office—a way to live without work."

There is great competition in shirking, and pretty hard work is made of it sometimes. Perhaps the most humiliating exhibition which shirks made of themselves, as Holland says, is on the occasion of a change in the national administration. One hundred dollars in borrowed money, three clean shirts, a long petition, an anxious face and a carpet bag form the outfit of something less than 100,000 able-bodied men who make pilgrimages to Washington once in four years. They consider this a Government of the politician, for the politician and by the politician.

"There is one plain rule of life," says John Stuart Mill, "eternally binding and independent of all variations in creeds, embracing equally the greatest moralists and the smallest. It is this: try thyself unweariedly till thou findest the highest thing thou art capable of doing, faculties and outward circumstances being both duly considered, and then do it." Ruskin, on being told of a man who was a genius, immediately enquired, "Does he work?"

Thousands of honest people who would cut their hands off sooner that steal a penny from me do not hesitate to drop in on me and steal an hour of my time, which no money can replace. He who steals the time of a public servant trespasses on a nation's time.

"Nothing is worse for those who have business than the visits of those who have none," was the motto of a Scotch editor.

John Ruskin keeps before him constantly, inscribed upon a large piece of chalcedony, "To-day."—"Architects of Fate."

CHILDREN FREE.

By sending your name and address (write plainly) to Adams & Sons' Co., 11 and 13 Jarvis street, Toronto, Ont., you will receive one of their beautiful paper dolls, with movable heads and bodies, for the children free.

WHEN YOU REQUIRE ANYTHING IN

Brushes, Brooms and Woodenware

Drop a card to Chas. Boeckh & Sons, Toronto, asking for Illustrated Catalogue and Price List.

Offices and Warerooms	Factories	Montreal Branch
80 York Street.	158 to 168 Adelaide St. W.	1 & 3 De Bresoles St.

The wise grocer does not compete with Sugar, but looks and points with pride to the extra value of the

TEAS he offers

Our sales of Teas for 1896 were enormous, but we want 1897 to eclipse all past efforts. We will make it worth your while to help us break all past records.

INDIANS
CEYLONS
JAPANS
CHINAS
} All grades

T. B. ESCOTT & CO.
LONDON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

M. R. DUNN, merchant, Lake Talon, Ont., has assigned to J. N. McNamara, North Bay, and a meeting of creditors is to be held on the 19th inst.

J. G. Harvie, grocer, New Glasgow, N.S., has assigned.

S. R. Short, has started a grocery store in Greenwich, N.B.

R. Arneil, grocer, Iron Bridge, is consulting his creditors.

J. L. Liblond, general merchant, Trois Pistoles, has assigned.

Eli Perkins, grocer, Fredericton, N. B., has suspended payment.

Smart's Tea Co., teas, coffees, etc., Hamilton, has assigned.

E. B. Johnston, produce, Toronto, has assigned to A. J. Anderson.

Waddell & Rowland, egg crates, etc., St. Thomas; receiver appointed.

E. Martin & Co., grocers, Pembroke, hava assigned to J. J. O'Meara.

Thomas Foley, grocer, etc., St. John, N.B., is offering to compromise.

S. Toupin, grocer, Montreal, is offering to compromise at 25c. on the dollar.

Chas. R. Dickie & Co. general merchants, Canning, N.S., have assigned.

J. D. Cameron, grocer, Greenfield, has assigned to E. J. Henderson, Toronto.

J. C. Miller, grocer and produce, Fredericton, N.B., is offering to compromise.

Charron, Simeon & Cie., grocers, Montreal, have fyled consent of assignment.

S. W. Reynolds, general merchant, Algoma Mines, is consulting his creditors.

White & Van Wyck, grocers, Caledon, have assigned to J. P. Langley, Toronto.

G. A. Morrow, general merchant, Russell, is offering to compromise at 50c. on the dollar.

W. J. Burns, general merchant, Seeley's Bay, has assigned to J. P. Langley, Toronto.

W. H. Tonkin, general merchant, Leskard, is offering to compromise at 50c. on the dollar.

John Price & Son, hides and wool, Montreal; W. J. Price has filed consent of assignment.

V. Leroux, general merchant, Ste. Anne de Prescott, has compromised at 55c. on the dollar.

Kelly & Co., general merchants, Tavistock, have assigned to Henry Barber & Co., Toronto.

Crawford, Lynch & Co., general merchants, Orillia, have assigned to Henry Barber, Toronto.

H. A. Belisle, general merchant, Ste. Agathe des Monts, is offering to compromise at 50c. on the dollar.

T. H. Mallette & Co., grocers, Montreal, have assigned and a meeting of creditors will be held on the 19th inst.

Mr. J. R. Eden, the assignee of the J. T. Huber & Co. estate, general store, Doon, announces liabilities of $9,161.59, and assets of $216.82. A dividend of 2⅓ per cent. is forthcoming.

PARTNERSHIPS FORMED AND DISSOLVED.

T. C. Howard & Co., general merchants, Sutton West, have dissolved.

Ingraham & MacLean, general merchants, Sydney, N.S., have dissolved.

Beattie & Elliott, commission merchants, Quebec, have dissolved. G. N. Elliott continues.

A. M. Craig & Bros., general merchants, Westport, have dissolved; A. M. Craig continues.

Britten & Bradshaw, manufacturers of chewing gum, Toronto, have dissolved. S. T. Britten continues.

H. C. Barnaby, general merchant, Bridgewater, N.S., has admitted A. C. Barnaby as partner, under the style of H. C. Barnaby & Son.

J. E. Trottier and A. Hardy have formed a partnership to do business as general merchants at Farnham, Que., under the style of Trottier & Hardy.

SALES MADE AND PENDING.

The stock of the estate of W. J. Budd, Shallow Lake, has been sold.

The assets of E. Anger, grocer, Quebec, are advertised for sale on 15th inst.

The plant of the Lakeport Preserving Co., Lakeport and Trenton, is advertised for sale by auction.

The stock of the estate of J. D. Mathers, groceries and dry goods, Ruscom Station, has been sold.

The assets of Joseph Martineau, general merchant, St. Michel, Que., are to be sold on the 15th inst.

CHANGES.

J. W. McCabe, grocer, Palmerston, has sold out to Peter Stewart.

V. C. Barber, grocer, Guelph, has sold out.

N. Geneau is opening a general store at Howick, Que.

L. Hoppins, grocer, Deseronto, has sold out to Anna Mott.

W. Massicotte is starting a general store in St. Prosper, Que.

M. W. & R. Thibaudeau, grocers, Quebec, have suspended.

R. H. Smith, grocer, etc., St. Thomas, has sold out to J. W. Smiley.

Beckett & Co., groceries, flour and feed, are opening out at Edmonton.

John F. McLeod, general merchant, Robinson, is commencing business.

C. Cassina, general merchant, Everton, has sold out to John D. McCallum.

P. McLeod, general merchant, Hawkestone, has sold out to Moore & Gardner.

The business of the late James Atkinson, general merchant, Inwood, is being closed out.

Joseph Bourgeois, general merchant, Ste. Angele de Laval, Que., is asking an extension.

F. Granville, general merchant, Slocan City, B.C., has been succeeded by J. A. Foley.

G. A. Goulet, general merchant, Pointe Fortune, is advertising selling off and removing.

Hopkins & McLean, general merchants, Kamloops, have sold tinware stock to Shotton & Mead.

Cornick Bros. is the style of a new grocery and provision firm which has opened out at St John's, Nfld.

Janet Ramage, general merchant, Chesley and Mooresburg, has been succeeded at Mooresburg by H. R. Ramage.

Emma Doucet, wife of L. O. L. Paquette, has been registered proprietress of the firm of J. O. L. Paquette & Co., grocers, etc., Montreal.

FIRES.

D. Hayes, general store, Lonsdale, has been burned out.

DEATHS.

Charles Hendry, Sr., general merchant, Stirton, is dead.

Angus McIntosh, general merchant, Dunvegan, Ont., is dead.

W. H. McAlpine, general merchant, Louisburg, N.S., is dead.

CLARK'S
Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

HOW TO SUCCEED AS A GROCER.

A SOAP firm in England recently offered prizes for the best essays on "How to Succeed as a Grocer." The following was awarded the first prize:

"Practical business knowledge, indomitable perseverance and some capital are essential to success as a grocer. An energetic young man, with good experience and £400 capital, who has in mind the opening of a shop in a middle-class suburb, will find the following suggestions useful: Take, if possible, a corner shop, with house attached, in good thoroughfare, rent about £50. Fit up in modern style, with well painted frontage, and inside fixtures arranged to exhibit the greatest possible variety of goods. For stock, select goods suitable to locality, and from the first aim at establishing a reputation for quality and fair dealing. Dress the windows with leading lines, neatly ticketed; change often, study effect, be original in ideas. Profits, to some extent, will be governed by competition, but the successful man must mark out for himself methods of business which will distinguish his establishment in the minds of the public. The purchasing of stock on cash terms is absolutely necessary.

"The key-note of success, and a wise rule, is to buy only what can be paid for. If a cash trade is done, from £200 to £250 worth of stock will be sufficient for the shop in view. The regulation of retail prices is a point where business ability and practical knowledge are so valuable. Bear in mind, working and advertising expenses must be paid before any actual profit is made. It is not wisdom to be undersold in leading articles; but when an article is unduly cut, do not aggravate the evil by cutting lower, but counteract it by introducing other brands and methods; thus by tact and discretion pull yourself out of a current which sweeps so many grocers into bankruptcy. Do not neglect details. Weigh and check everything received into stock. Claim for short weight, damaged tins and excess carriage. Have a system for checking cash and sales. Keep a proper set of books; take stock regularly, and have it thoroughly balanced, showing profit, loss and leakage. Advertising is a stepping-stone to success. For the shop in view, a list of prices carefully arranged and a circular pointing out advantages offered as compared with the large trading stores should be issued, followed up by canvassing orders.

"Identify your business with one or two specialties—a blend of tea, a special dairy of butter, a sole agency for some reliable article of everyday use—anything that will attract new people. By carefully watching the markets, bargains can be met with, which may be used as special advertising lines. A good counter trade should be cultivated by every legitimate means; it is usually the basis of a prosperous business. I have tried to give the young grocer a few hints which will help him to make a start, but success can only be achieved by perseverance, adopting new ideas as they present themselves, giving personal attention to details, studying the requirements of the neighborhood, and securing the confidence of customers."

TO PREVENT LOBSTER BLACKENING.

Editor GROCER, — Seeing from time to time in THE GROCER that experiments were being tried for the prevention of blackening of lobsters in tins, I have kept until now some lobsters which I received from a friend in Newfoundland in January, 1896, and which were caught and canned in July, 1895, and they are as good now as when they were first put in the cans. The method of preserving them from blackening is simply to put a lining of white paper in the cans, one piece for the body of the can and two circular pieces for the ends. I think this is as cheap and simple a way as anyone could desire, without using any chemicals, which, if it prevented blackening, might have some other deleterious effect. I think eighteen months' test is sufficient to guarantee that the lobster will keep a longer period without any risk of poisoning anyone, and if you will put this in THE GROCER it may be of benefit to those who like to eat as well as those who can the lobster.

Yours, etc.,
MRS. F. HUBBLE.

Sand Hill, Ont., Jan. 7, 1897.

HOTEL HUMOR.

In case of fire, ring the towel.

Board $50 per week. Meals extra.

Guests are requested not to speak to the dumb waiter.

Guests wishing to get up without being called can have self-raising flour for supper.

Guests wishing to do a little driving will find a hammer and nails in the closet.

If rooms get too warm, look out and see fire escape.

If you are fond of athletics and like good jumping, lift the mattress and see the bed spring.

If your lamp or gas goes out, take a feather out of the pillow; that's light enough for any room.

Guests troubled with the nightmare will find a halter on the bed-post.

Don't worry about paying your bill; the house is supported by the foundation.—Exchange.

CHRISTMAS AND NEW YEAR'S TRADE.

TIME was, remarks a contemporary, when we regarded the intervening days between Christmas and New Year's as a dead and alive week to be spent in exchanging misfit presents; a sort of hiatus between two turkey dinners, to be passed in a semi-comatose condition of rest and indolence in reminiscent reverence of the dear departed Yuletide.

The spirit of trade has bridged the breach between the two holidays, however, and banished those dreamy days. We must be up and doing even the very morning after Christmas and peg away until the lights go out on that last night of the year, or our wide-awake neighbor will score a point ahead of us. It is a case of all hands to repel dull trade not only fifty-one weeks of the year, but fifty-two.

And after all it was not so terrible, this yearly struggle. The great secret is to be on time; be a trifle ahead of your neighbor if you can; anticipate the whims of your constituents, and instead of trailing take the lead. Inform yourself of the things that are likely to be as well as those that have been; enquire into the future rather than dream of the past; interest yourself with things probable rather than things accomplished; keep ahead of to-day if you can instead of trailing in the dust of yesterday; and you can do this, if you will, without being a slave yourself or enslaving your help.

You will find it easier to walk on the smooth, fresh turf than upon an old, traveled highway full of ruts and stumbling spots that have existed since you have trod the way.

Break away from old habits, especially unproductive routine, that has nothing but custom back of it.

Be original. If you have an idea that has a shadow of possible good in it, exploit it the coming year, and if healthy continue it; if not a source of good, drop it, but in any case try it if it is promising. The only way to realize whether or not there is vitality in the seed is to plant it; the only way to prove whether a scheme is virtuous or otherwise is to give it a chance.

The pioneers in every line of business are those who put ideas into practice, not those who originate them.

You might dream forever, build castles of fantastical proportions in Spain; picture mirages forever and gain nothing.

The party who studies some common, everyday situation, devises a plan to meet it, makes a hit and profits by it, he is the up-to-date business man.

First and Foremost

EAST INDIA PICKLES

None Finer ever offered to the Trade...

A High-Grade Pickle at Moderate Cost

A. E. Richards & Co. Selling Agents **Hamilton.**

We have long ago passed the introductory stage with

Southwell's . . Orange Marmalade

None finer ever offered to the Trade.

Frank Magor & Co., Agents, Montreal.

CURRENT MARKET QUOTATIONS

Toronto, Jan. 14, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
½ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 lb. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5 lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1	25
1 lb. glass jars..... 2	00
1 lb. sealer jars..... 2	25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases $0	75
English Cream, ½ lb. tins, 4 to 6 doz. cases 1	25
1 lb. tins, 2 to 4 doz. cases..... 2	00
Kitchen Queen, ¼ lb. tins, 4 to 6 doz. cases 0	55
½ lb. tins, 4 to 6 doz. cases 0	80
1 lb. tins, 2 to 4 doz. cases 1	15
English Cream, glass tumblers 0	75
½ lb. jellies 1	25
1½ lb. jellies 2	25
1½ lb. Crown sealers 2	25

BLACKING.

P. G. FRENCH BLACKING. per gross

¼ No. 4 .....$4	00
½ No. 6 4	50
¼ No. 8 7	25
¼ No. 10 8	25

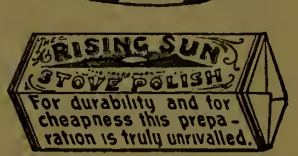
THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases $9	00
No. 2 Spanish " " " 3	60
No. 3 " " " " 4	50
No. 5 " " " " 7	20
No. 10 " " " " 9	00
Yucan Oil Blacking, 1 doz. cases, liquid 2	00

Nap[illegible] Dressing, 1 doz cases.....	0 7
Satin Gloss, " "	1 0
Crescent Ladies' Dressing, 1 doz. cases..	1 7
Spanish Glycerine Oil Dressing.....	2 25

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 1
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polis 7oc doz ..... Per r.	7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes..... .....$	8 50
Rising Sun, 3 ounce cakes, gross boxes.....	4 50
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, size, ¼ gross boxes.....	5 00

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
Stovepipe Varnish, 4 oz. bottles per doz	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed	0 07
Warblers Bird Seed	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed	0 04½
London Bird Seed, bulk 25 lb. cases..	0 05
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

CORN BROOMS

CHAS. BOECKH & SONS. per doz.

Carpet Brooms—	net.
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

Tastes Differ

in regard to the degree of stiffness required in certain articles, but when it comes to a question of what starch gives the best results, popular sentiment goes strongly in favor of . . . . .

EDWARDSBURG STARCH CO.
Cardinal, Ont.

EDWARDSBURG STARCH . . . .

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.
Apples, 3's	$0 70 $0 95
" gallons	1 65 2 25
Blackberries, 2	1 70 1 90
Blueberries, 2	0 75 0 85
Beans, 2	0 65 0 95
Corn, 2's	0 50 0 75
Cherries, red pitted, 2 s	2 00 2 25
Peas, 2's	0 60 0 75
" Sifted seleot	0 80 0 95
" Extra sifted	1 15 1 30
Pears, Bartlett, 2's	1 65 1 75
" " 3's	.... 2 40
Pineapple, 2's	1 75 2 40
" 3's	2 40 2 50
Peaches, 2's	1 65 2 00
" 3's	2 50 3 00
Plums, Green Gages, 2's	1 60 1 80
" Lombard	1 50 1 70
" Damson Blue	1 15 1 40
Pumpkins, 3's	0 70 0 90
" gallons	2 10 2 25
Raspberries, 2's	1 50 1 80
Strawberries, 2's	1 65 1 95
Succotash, 2's	.... 1 15
Tomatoes, 3's	0 70 0 75
Lobster, talls	2 20 2 40
" flats	2 85 2 90
Mackerel	1 20 1 30
Salmon, Sockeye, talls	1 35 1 45
" flats	1 40 1 75
" Cohoes	1 15 1 20
Sardines, Albert, ¼'s tins	.... 0 13
" ½'s tins	0 20 0 21
" Sportsmen, ¼'s genuine French high grade, key opener	.... 0 12½
Sardines, Sportsmen, ½'s	.... 0 21
Sardines, key opener, ½'s	0 16 0 18½
" " " ¼s	0 10½ 0 11
" " " ⅛s	0 18½ 0 19
Sardines, other brands 9¾ 11	0 16 0 17
" P. & O., ¼'s tins	0 23 0 25
" " ½'s "	0 33 0 36
Sardines, Amer., ¼'s "	0 04½ 0 09
" " ½'s "	0 09 0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00 11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb	1 10 1 15
Kippered Herring, 1-lb	1 6 1 90
Herrings in Tomato Sauce	1 70 1 90
Herrings in Shrimp Sauce	2 00 ....
Herrings in Anchovy Sauce	2 00 ....
Herrings a la Sardine	2 40 ....
Preserved Bloaters	1 85 1 90
Real Findon Haddock	1 85 1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans			$1 20	$1 35
" " "	2	"	2 30	2 50
Comp Corn Beef	4-lb. can		7 75	8 25
" " "	14	"	15 00	16 00
Minced Callops	2	"	....	2 60
" "	2	"	2 60	2 65
Lunch Tongue	1	"	3 40	3 50
" "	2	"	....	6 00
English Brawn	2		2 75	2 80
Camb Sausage	1	"	....	2 50
" "	2	"	....	4 00
Soups, assorted	1	"	....	1 50
" "	2	"	....	2 25
Soups and Boull.	2	"	....	1 80
"	6		....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.60.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
" 4 lb	5 50	5 80
" 6 lb	8 50	8 80
" 14 lb	17 50	18 00
Roast Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
Luncheon Beef, 1 lb	1 60	1 70
" 2 lb	2 75	2 85
Brawn 1 lb	1 30	1 40
" 2 lb	2 35	2 50
" 6 lb	6 60	6 80
" 14 lb	14 50	15 00
Ox Tongue, 1½ lb	7 00	7 20
" " 2 lb	8 50	8 80
" " 2½ lb	10 75	11 00
Lunch Tongue, 1 lb	3 35	3 50
" " 2 lb	6 50	6 80
Chipped Beef, ½ lb	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb	70	75
Potted Meats, Tongue or Ham ½ lb	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb	70	75
Potted Deviled Ham or Tongue, ½ lb	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt	3 00	3 15
" 1 pt	2 00	2 10
Gelatine of Boar's Head, 2 lb	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb	3 00	3 10
Plover Roast	5 00	....
liced Gold Band Bacon	3 00	...

Codfish.

	per doz.
Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 3905c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb.
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz.
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs.	In 12 lb bxs
Vanilla— Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla— White "	0 73	0 83
Unsweetened— Blue Premiuu "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles— ½ lb. boxes "	0 19	0 20

FRY'S.

(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ½'s, 6 lb. bxs.	0 24
Fry's "Monogram," ½'s, 6 lb. bxs.	0 24
Cocoa—	per doz
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	....
" 1 lbs. " "	....
Homeopathic, ¼'s, 14 lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Currles, Fish, Game, etc.
Used for lunch and breakfast as sandwiches.
Highly recommended by H. R. H. Princess Loulse and by the late Sir John A. Macdonald.
For sale by leadlng wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. St. James Street **Montreal**

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

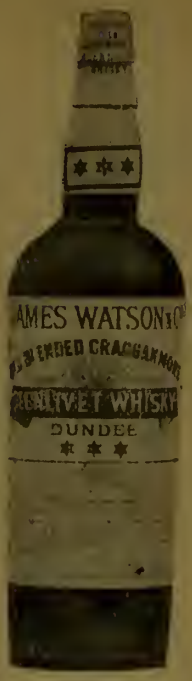
VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.



Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.
Agents for the Dominion
10 Lemoine St.
MONTREAL

Salt
Salt
Salt

Write us if you want SALT of any kind, in car lots or less; can ship at very short notice. . . . .

TORONTO SALT WORKS
TORONTO, ONT.

SOAP AND WATER

May be good for cleaning and scrubbing, but it's a well-known fact that there's something better. The grease and dirt and stains of ages quickly vanish before

SILVER DUST WASHING POWDER

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracca: Choco ate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate. 0 21	0 43
Mott's Sweet Chocolate Liquors. 0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	0 50
Caraccas Sweet, in boxes, 6 lbs. esch.	0 38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Braod—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.
Terms, 3 p.c., 30 days net.

SCHEPP'S

	per lb.
Improved in packages—	
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	0 20	0 22
Improved Shredded, "	0 18	0 20
Beaver " "	0 16	0 18
Macaroon " "	0 16	0 18
Desiccated " "	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.
Green.

	per lb.	
Mocha	0 27½	0 30
Old Government Java	0 30	0 33
Rio	0 14	0 16
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 19	0 22
Maracaibo	0 18	0 20

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Laguaya "	....	0 27
Mocha and Java	0 32	0 35
Old Government Java	0 32	0 36
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 26
Crushed East India	....	0 20

CONDENSED MILK.

NEW YORK CONDENSED MILK CO

	per doz
Gail Borden Eagle, 4 doz. 1-lb. cans per case	2 50
Gold Seal Brand 4 doz. 1-lb. can per case	2 00
Borden's Peerless Evaporated Cream Family size, d in case..	1 75
Hotel size, quarts, 2 doz. in case	
Half-gallons 1 doz. in case	
Gallons, ½ doz. in case	

Quality thoroughly guaranteed.

Butter Crackers

We put these up in 3-pound packages. They are without doubt the biggest package of biscuits on earth for the money. Try a case. Nearly twice the size of a three-pound package of sodas, and the same price. Get out of the rut. Introduce these to your customers and earn their everlasting gratitude. Keep up with the times and have new lines when you can. We put out a new one last week called the "Javas." Order a tin. Choicest biscuit now selling. Watch this space for new biscuits! Remember, T. B. & C. Co'.s Cream Sodas are trade attractors.

Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST - - TORONTO.

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

Crown Brand (Robert Greig & Co.)—

1	oz. Bottle, per doz.	0 90
2	" " "	1 50
2½	" " "	2 00
4	" " "	3 00
8	" Bottle "	6 00
4	" Glass Stop'r "	3 50
8	" " "	7 00

Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz	6 00
Milk Granules with Cereals, in cases, 4 doz	5 ¢

FRUITS.

FOREIGN.	per lb.	
Currants—Provincials, bbls	0 04¼	0 04¼
" ½ bbls	0 04½	0 04½
" Filiatras, bbls	0 04¼	0 04½
" " ½ bbls	0 04¼	0 04½
" Patras, bbls	0 05	0 05½
" ½ bbls	0 05	0 05½
" cases	0 05	0 05½
" Vostizzas, cases	0 07	0 08½
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 06½	0 06¾
Figs—Eleme, 10 oz	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 16
" taps	0 03½	0 04½
" natural, boxes		0 07
" ditto, bags		0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia, off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07¼	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½	0 08½
" Malaga	per box.	
" London Layers	1 60	1 80
" Black Baskets	2 20	2 65
" Blue Baskets	2 25	3 50
" Choice Clusters	2 25	2 75
" Dehesa Clusters	3 50	4 00
" Non Plus Ultra		6 00
" Imperial Bunches	5 75	6 00
" " Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb	0 02½	0 03
" evaporated	0 03	0 04

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.		2 00

ROBINSON'S BARLEY AND OROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot	1 20
Crystalized Fruit, flavored	1 65
Acidulated	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY OELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—		
50 to 60 dy basis		2 30
40 dy		2 35
30 dy		2 40
20 16 and 12 dy		2 45
10 dy		2 50
8 and 9 dy		2 55
6 and 7 dy		2 70
5 dy		2 90
4 dy A P		2 90
3 dy A P		3 30
4 dy C P		2 70
3 dy C P		3 90
HORSE NAILS—		
Canadian, dis. 50 per cent.		
HORSE SHOES—		
From Toronto, per keg		3 60
SCREWS—Wood—		
Flat-head iron, 80, 10 and 5 p. o. dis.		
Round-head iron, 75, 10 and 5 p. c. dis.		
Flat-head brass, 77½, 10 and 5 p. o. dis.		
Round-head brass, 72½, 10 and 5 p.c. dis.		
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]		
1st break (25 in. and under)	1 20	1 30
ROPE—Manilla	0 09	0 09½
Sisal	0 06¾	0 07¼
AXES—Per box	6 00	12 00
SHOT—Canadian, dis. 17½ per cent.		
HINGES—		
Heavy T and strap	0 04¾	0 05
Screw, hook and strap	0 03¾	0 04
WHITE LEAD—Pure Association guarantee, ground in oil.	per lb.	
25 lb. irons	0 04½	0 04¾
No. 1		0 04¼
No. 2		0 04
No. 3		0 03¾
TURPENTINE—		
Selected packages, per gal.	0 40	0 41
2c. extra outside points.		
LINSEED OIL—		
Raw, per gal	0 45	0 46
Boiled, "	0 48	0 49
2c. extra outside points.		
GLUE—Common per lb	0 07¾	0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8
Banagher "	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
d—Fine old Scotch		4 40
Special old Scotch		5 00

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.	per gross.		
Pony size	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 00
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03⅜	0 03¾
Patna		0 04¾
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURO STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	¢ 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate.	0 08
PURE	16-lb. boxes	0 07
OSWEGO CORN STARCH	40-lb. boxes, 1-lb. packages	0 07½

For puddings, custards, etc.

ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs	0 05¼
Bbls., 175 lbs	0 04¾
Kegs, 100 lbs	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs	0 06½

SUGAR.

	per lb.	
Granulated	0 04	0 4·10
Paris Lump, bbls. and 100-lb. boxes	0 05¾	0 05½
" in 50 lb. boxes	0 05½	0 05¾
Extra Ground, bbls. Icing	0 05⅝	0 05¼
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03½	0 03¾
Bright Yellow	0 03⅜	0 03½
Dark Yellow	3 30	0 35
Demerara	3 50	0 00

COCOANUT?

Yes,

It's all right!

SCHEPP'S

Improved Shredded and Edelweiss Brand Thin Strip have no equal.

They are the Standard goods with first-class trade. . . . . .

Factory, 6 and 8 Bay St. TORONTO

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

Nothing Succeeds Like Success...

First-class quality and handsome appearance is what makes our **"White Moss"** in such demand. Our new handsomely litbographed package will greatly add to the appearance of your shelves for the Holidays. Goods are strictly up-to-date and prices lowest. We manufacture all grades and pack to suit the trade. For sale by all first-class wholesale grocers throughout the Dominion.

SEE CURRENT PRICES.

Manufactured only by...

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	....	1 00
" 3 gal. pails.....	1 35	1 40
MOLASSES.		
Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot..... 4 20
Box Lot..... 4 10
Freigbt prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

BLACK.

Congou—	per lb.	per lb.
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35
CHINA GREENS.		
unpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " tbirds	0 15	0 17
" " common....	0 13	0 14
PING SUEYS.		
Young Hyson—		
Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19
JAPAN.		
Half Chests—		
Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

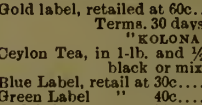
LIPTON'S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21



Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

OANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—

Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5lb. bx	0 38
1. O. F., 1-10, 5 lb. box	0 28½
Sohmer, 1-10, 5 lb. box	0 32½
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco, all sizes.....	0 60
Crown Cut Plug Mixture, ½ lb. tin	0 50
" " 1 lb. tin	0 47

Cigarettes—	per 1,000
Sonadora Havana...	$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tobacco)	3 50

Plug tobaccos (sweet chewing)—		
Navy, in caddies.....	....	0 35
Navy, plug mark.....	0 33	35
Honey, boxes and caddies	....	43
Spun roll chewing, boxes	....	55

Plug smoking (with or without tags)—	per lb
Black Crown, caddies	0 35
Crown Rouge smoking....	0 38
Leaf tobacco, in bales.... 0 08	0 20

Cigars—		
La Sonadora Reina Victoria Flor Fina, 1-20....	....	$85 00
La Sonadora Reina Bouquet, 1-10	....	55 00
Creme de la Creme Reina Victoria Extra, 1-20....	....	55 00
Creme de la Creme Reina Victoria Special, 1-20....	....	50 00
Honeymoon, Regalia Comme il Fait, 1-40	....	55 00
El Caza Culebras, 1-40....	....	55 00
La Fayette Reina Victoria, 1-20	....	32 50
Noisy Boys, Blue Line, 1-20	....	25 00
Princess of Wales, Princess, 1-10.....	...	25 00
Ditto, low grades	13 50	20 00

CIGARS—S. DAVIS & SONS, MONTREAL.

Sizes.	Per M
Madre E' Hijo, Lord Lansdowne....$60 00	
" " Panetelas	60 00
Madre E' Hijo, Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins.....	55 00
El Padre, Reina Victoria	55 00
" Reina Victoria Especial..	50 00
" Conchas de Regalia.....	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine.....	35 00
Cable, Conchas	30 00
" Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre.....	1 00
Mauricio	15 00

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons		5 00
Half case.. 36 1-lb. "		2 50
Case..... 24 3-lb. "		4 25
Half case.. 12 3-lb. "		2 12
Case.....100 5-cent packages		3 50
Half case.. 50 5-cent packages		1 80

WOODENWARE.

	per doz.
Pails, 2 hoop, clear. No. 1....	$ 1 45
" 3 " " " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots.	Single Case
Telegraph	$3 10	$3 30
Telephone	2 90	3 10
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross.....$	2 00
" 10 "	1 10
" 2 Tiger, ...	5
" 4 " "	2

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,
MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❀ **16 oz. Bottle, $1.00.**

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW

TORONTO . . . . MONTREAL

Established 1780.

WALTER BAKER & CO., LIMITED,

Dorchester, Mass., U. S. A.
The Oldest and
Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

on this Continent. No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Consumers should ask for and be sure that they get the genuine

Walter Baker & Co.'s
goods, made at
Dorchester, Mass., U. S. A.

CANADIAN HOUSE,
6 Hospital Street, - - Montreal.

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known orands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto, Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

PUREST AND BEST

Windsor Salt

FOR HOUSEHOLD USE
FOR MAKING BUTTER
FOR MAKING CHEESE

Composed of Natural Crystals uniform—and dissolves readily

Prices can be obtained and orders promptly filled by addressing your wholesale grocer.

THE WINDSOR SALT CO., LIMITED,
Windsor, Ont.

THE "GENUINE"

is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass.

HEAT WILL NOT BREAK IT.

EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

GOWANS, KENT & CO., - TORONTO

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES 36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England

REPRESENTATIVE IN CANADA:
JOHN FORMAN, 650 Craig Street
MONTREAL

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

COX'S GELATINE

Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

EL PADRE NEEDLES EL PADRE NEEDLES

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, JANUARY 22, 1897. No. 4

SELL ONLY THE BEST!

In Competition with the World we have received the

HIGHEST AWARDS MADE.

These ...substantiate ...our claim that

COLMAN'S MUSTARD

IS THE BEST IN THE WORLD.

PEEK FREAN & Co's

BISCUITS AND CAKES.

Have obtained great Celebrity for their PURITY & EXCELLENCE

Factory: LONDON. Sample Room: Schepp Building, Hudson and Duane Streets, NEW YORK.

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

VARSITY CIGAR 5c. THE BEST IN THE MARKET

All the trouble and annoyance of making stock done away with by

Armour's White Label Soup.

Each tin contains one quart of soup ready for table use. Every grocer should sell this.

H. P. ECKARDT & CO.

TORONTO

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . **EIGHT PRIZE MEDALS**

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

Kippered Herrings

The recognized leading Brand in all the markets of the world.

Fresh Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

MARSHALL & CO.
Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

Standard Goods THE Best to Handle

FOR PURITY

Bi-Carbonate of Soda

TRADE MARK

FOR STRENGTH

This brand is always reliable. Highest test $98\frac{50}{100}$% pure.

Made only by **The UNITED ALKALI CO., Ltd., Liverpool.**

"New Process" Soda, finest on the market.

DON'T FORGET TO

ORDER

..SOME OF..

FRY'S CHOCOLATE AND COCOA

For Your New Year's Trade.

A FEW OF

Lazenby's

Table Jellies
Soup Squares
Lucca Cream

The Lever Top Pickle

NO CORK
NO LEAKAGE

Most Useful Jar When Empty.

Leaders

Chow Chow
Potted Meats
Harvey Sauce

The above lines to be had of Leading Wholesale Grocers throughout the Dominion.

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

CRESCENT BRAND

BM&Co.
TRADE MARK.

BRUNNER, MOND & CO., Ltd,

NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND - - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

GEM STOVE PASTE

EXCELS ALL OTHERS

For a Quick Shine
A Lasting Polish

It is labor saving and dustless. Heat or cold does not affect it in the slightest. Always ready for use. The largest and handsomest box for the money in the market. A quick seller.

Sold by

The F. F. Dalley Co. Ltd. - Hamilton, Ont.

"THERE ARE OTHERS"

. . . But none so good as . . .

MALLAWALLA

SPECIAL
SCOTCH WHISKY.

Cockburn & Co.
Leith & London.

ESTABLISHED 1796. 8 LIME STREET E.C.

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

"CLEANLINESS IS NEXT TO GODLINESS"

Good Tubs and Pails

are next to good washerwomen. To do good washing you require good utensils. **Hoopless, Seamless, Light, Tight, Indestructible.** There is only ONE ware possessing all these virtues. It is

Indurated Fibreware Tubs, Pails, Pans, Dishes, etc.

Sole Manufacturers

The **E. B. EDDY CO.** Ltd.

HULL MONTREAL TORONTO

The Hilliard House, Rat Portage
The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA
The most nutritious Cocoa
1-4 lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE
or COCOA-NIB EXTRACT.
A light, refreshing beverage.
1-4 lb. Tins. 6 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL

Smoked Hams
Smoked Rolls
Pure Lard
UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.
Wholesale Pork Packers
TORONTO

Salt
SALT For Butter
SALT For Cheese
SALT For Table
And every other purpose.
VERRET, STEWART & CO.
Montreal - - Quebec.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**
A Perfect blend of the finest
INDIA and CEYLON TEAS
For which we are sole agents in America.
It will please your customers.
J. F. RAMSAY & CO.
Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

BROOMS
Three most reliable lines:
ROSE, PANSY, THISTLE
Do you sell them? If not, why not?

MATCHES
Sovereign Brand
GUARANTEED equal to any match made.
Freight allowed on 5 case lots.

H. A. NELSON & SONS - Montreal and Toronto

Have you tried
"REINDEER BRAND"
Condensed Coffee?

If you have, probably you can recommend it to your customers.

Japan Teas

THE SHORTAGE IS 8,000,000 Lbs.

Largely due to the Japanese Government prohibiting the picking of third growth leaf. This means higher prices and better grades.

We have watched the market closely and secured some exceedingly attractive lines, both in style and liquor—particularly liquor. Lines that we can strongly recommend to meet the requirements of the best trade, and

AT PRICES THAT LEAVE THE GROCER A HANDSOME MARGIN.

Have you considered the possibility of a duty being imposed on tea?

JOHN MOUAT, Northwest Representative, WINNIPEG.

W. H. GILLARD & CO.

Wholesalers Only

...HAMILTON.

Keep up with the Times..

AND HANDLE GOODS
THAT WILL SELL THEMSELVES

ROSE BRAND LARD in parchment bags is made expressly for best family trade—rendered in open kettles from finest leaf lard.

The Geo. Matthews Co. Ltd.

OTTAWA and PETERBOROUGH.

FIT FOR THE QUEEN

Our condensed mince meat is a pure, clean and wholesome article fit for the very best tables. It pleases the most fastidious tastes just as it comes from the package, but is improved by the addition of a little cider or wine.

For mince pie, plum pudding, or fruit cake it is most delicious. Easily and quickly prepared.

J. H. WETHEY, Mfr. **ST. CATHARINES, ONT.**

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, JANUARY 22, 1897 ($2.00 per Year) No. 4

THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

THE great collection of shops gathered together under one roof, conducted as a single organization, and known generically as the "department store," is in this country such a distinctly modern business and in so many ways characteristic of present-day methods, that it offers, perhaps, as good an example as could be selected to begin such a series as this. In many respects retail selling has been turned entirely topsy-turvy by the department store, and yet its influence extends beyond the retailer. Through the ability to consume great quantities of goods a new condition of affairs arises, in that a retail establishment is often able to buy larger quantities and at lower prices than the jobber who from time out of mind has been the go-between from manufacturer and retailer. Just now another step is being taken, the success of which is not yet clearly established. The great department stores are beginning to manufacture for themselves and in a large way. It is obvious that the establishments which can thus often break loose from the manufacturers and the jobbers must do a business of very great magnitude, when it is remembered that the figures all relate to transactions entirely retail.

Still the department store idea is by no means a new one, nor has it reached in this country its highest development. The great establishment in Paris, still pre-eminent of its kind, started in the smallest way in 1852, and to-day transacts a total business of $30,000,000, or more than twice that of any American retail establishment. The greatest advance has been made since it has become strictly co-operative. Not a franc's worth of its stock is held outside of the people in the store, and the leadership of the business is invested in three persons selected from the heads of departments by the vote of the employes (i.e., shareholders), through an election held every three years. The cash paid to stockholders in their annual dividends amounts to about 5 per cent. of the total sales, setting aside suitable sums for contingencies. As the capital stock is but four million dollars, an annual dividend of a million and a-half represents the great yearly profit of 40 per cent. on the capital.

With us the department stores have advanced fortunately in both the quality of the goods sold and the amount of the sales. The business of several amounts annually to from $7,500,000 to $15,000,000, and this, roughly speaking, is as much money as many a prosperous railway 1,000 miles long handles in a twelvemonth; one great store in the west carries a rent account of almost, if not quite, $400,000 a year; the mail order business of another amounts to $900,000 a year; a number of houses send to the homes of their customers more than 20,000 packages in a single day, while perhaps as many more are carried away in the hands of the shoppers. In the busiest days quite 100,000 persons have visited each of the very largest stores of New York, Philadelphia, Chicago and Brooklyn; one firm spends more than $300,000 a year for advertising; and single departments in several stores sell more than $2,000,000 worth of goods annually.

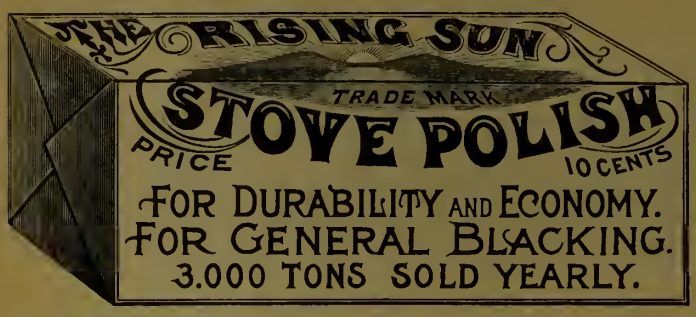
Just how the department store began and when it became an active factor in business, will probably never be accurately stated. The accepted theory of the starting of these great businesses (which now number in the United States nearly one thousand distinctly important houses), is that they sprang from the rivalry of important stores in cities which sold for the most part dry goods, or notions or similar staple commodities. Profits by competition on standard goods decreased, and the merchant, looking for new opportunities and larger fields, cast about him for means whereby he might enlarge his sales. Growth along the established lines seemed impracticable, and the more progressive stores began to reach out for other lines of trade in which the opportunities for profit seemed greater.

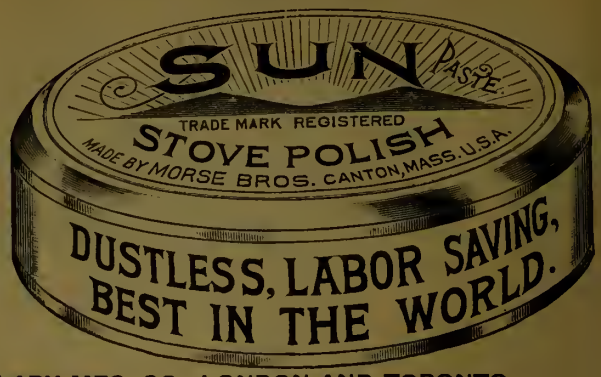
The enlarging process went on gradually at first, for there was great opposition to it, not all inspired by the shops into whose businesses these innovations were cutting. The public viewed such a radical step with distrust. Conservative Philadelphia newspapers severely criticised a dry goods store in that city for going beyond its proper province in offering for sale a stock of umbrellas, parasols and canes, and quite a gale of criticism was stirred up over the matter, dying away in puffs of protest from the pulpits and plaintive epistles in the public prints. Meantime the stores continued to expand. Soon all of them had half a dozen distinct lines of stock and were reaching out eagerly for others offering golden opportunities. The department store was a fact, and between it and the shops whose specialties it had adopted for its own was declared the war that has been waging and increasing ever since.

With the revival of business following the Civil War, began an immense impetus to the department store. It became a giant of trade, a devouring monster, from the standpoint of the smaller establishments, from whose greed and rapacity no trade or profession was safe; until it finally arrived at its present proportions, and became a business world of itself. To-day, within those capacious stores can be bought orchestrions and tooth brushes, instruction on the bicycle and the latest patent liniments; while it is but a short trip from the photograph gallery with its "north light" to the hot-houses on the roofs. All the necessaries and most of the luxuries of life it supplies.

The modern department store, then, is a composition of many diverse stores. No one of these can be said to overshadow the others, although they are of various importance and weight in relation to the compact whole. Even the nucleus of the business has ceased to be the centre of importance in many cases, and one of the greatest stores contains a dozen

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH





MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

departments which bring it larger profits than the ready-made clothing stock from which the others branched. To one who has had experience in conducting a single line of business, the difficulties to be encountered in a composite establishment such as this will present themselves forcibly. It is obvious that to organize and conduct an enterprise which must do well with a hundred or more stocks (and one of the new great establishments counts over 400 carried regularly) purchased from all parts of the world and under all sorts of conditions, requires a higher degree of executive skill than to carry on an establishment involving the handling of but a single class of goods. But from the very nature of the department store, these businesses are in competition among themselves in a certain very definite sense. A constant rivalry exist s between them as a result of the effort of each department to aggrandize itself, if necessary at the expense of the others. Here enters the personal equation; the strife on the part of the men who make up the body politic to push, each one, himself and his own concerns to the fore. Here too, works the law—nowhere more inexorably—of the survival of the fittest. Each little store within the great store must perform its part of the work of the organism or be crushed to the wall.

To reconcile all these different and emulous lines of trade, to carry them on under one method and principle, to centralize and distribute the product of the work with the best results for the entire organism and for each distinct part, in short to reduce these small worlds of trade to their least common denominator, is the problem which confronts the head of the firm.

Although nearly all the great business houses are made up of a number of partners, there is commonly one man who undertakes the control of the store organism. He is the real head. Typically he is the self-made man. The formula is familiar enough: Began at the bottom, rose to be a salesman, outstripped his fellows, business ability recognized brought him to the pinnacle. This is the latter-day process where the store is already there for the aspiring youth to make his own; but many of our present merchants built up their own stores for themselves, bringing to the task qualities of mind and spirit with which the ability to estimate the value of a piece of silk or a pair of shoes has no more to do than has a capacity for deciphering obscure inscriptions. They won their battles because they had the courage and strength to grapple with enormous difficulties, and the judgment and insight to solve complicated problems.

Upon the ability of the actual head of the firm to secure men of capacity and to organize them into a compact whole depends largely the success of the department store—as for that matter does of course the success of other large mercantile enterprises. In an important respect the department store is quite different from most business houses where the ability and judgment of the higher assistants are of so much importance. In most branches of business the necessity of a firm's developing its own men is obvious, for those who add life and energy to a house are not as a rule to be purchased from other establishments by higher salaries or special inducements. The best of them do not lightly change their allegiance, and their own firms know their value and are willing to pay the price in one way or another. In important department stores the contrary is true; managers of departments are not generally promoted from the ranks or educated to these positions, but are drawn by offers of larger salaries or better opportunities from other establishments where they have attracted attention through their success. One reason for this is the fact that retail establishments cannot get the good timber to work upon which wholesale houses can easily secure. A boy of good family, who is ambitious, will avoid a position in a retail house; not unnaturally, he does not relish the idea of a life behind the counter; and as one proprietor expressed it: "We get only the lower grade of boys, for the most part uneducated, and 90 per cent. of them incapable of doing work of a high grade."

A buyer whose department is ably managed can, and always does, command the highest pay. The enthusiasm of many of the most valuable men is stimulated by allowing them, in addition to their salaries, a percentage of the profits or of the increase in sales secured on the particular line of goods which they control in the store. This of course has the added merit of keeping their interests identified with that of their employers, and in the case of some departments which are unusually successful the bonus amounts to even more than the salary, and holds the manager on the qui vive of effort and expectation. This plan has only proved successful with men of more character and ability than the average, for the reason that a narrow man will adopt a "penny-wise" policy, bad for the department and worse for the general business.

(To be continued in our next issue.)

INVENTORY GOODS.

A correspondent of Business writes: In reply to "G. S., Hartford, Conn.," would say that I think that the idea advanced by D. A. Keister to inventory goods at cost is open to less objections than any other plan. The illustration that "G. S." has given does not, I think, offer any very serious argument against this method, as (to quote from the article of Mr. Keister referred to) "there can be no profit (or loss) until sold." Let us carry the real estate illustration a little further and suppose the dealer paid $500 for the property, which he valued when he closed his books for the year at $800, his books showing a profit of $300 on the transaction.

He is forced the following spring to sell, and only realizes $700. His books for this year will show a loss of $100, while the facts of the case are he neither made nor lost the amount which his books show, while if he had inventoried the above at cost his books would have indicated the profit on the transaction $200.

Natural, Clean Black Mixed TEA

CIRCLE BRAND

Is packed in air-tight containers. Style entirely new.

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON

Nonpareil Table Jellies

We have just received a large shipment containing the following flavors :

Lemon	*Strawberry*
Orange	*Calves' Foot*
Pineapple	*Noyeau*
Raspberry	*Sherry*
Madeira	*Champagne*

They are put up in boxes containing one dozen pints.

JAMES TURNER & CO., - HAMILTON

Don't Believe

That MacLaren's Imperial Cheese is the best, just because we say so. Find out what others say—others who know what good cheese is. All competent judges will tell you the same thing, in just about so many words—

MacLaren's Imperial Cheese is Perfect.

Labrador Herrings in Bbls.

Labrador Herrings in hf.-bbls.
No. 1 Split " " bbls.
No. 1 " " " hf.-bbls.
New Scaled Herrings in boxes.

Boneless Fish in 25-lb. Boxes

Pure Cod in 20-lb. boxes, 1-lb. blocks.
Nova Scotia Turkey in 5-lb. boxes, 1-lb. blocks.
Quintals and half-quintals Cod.

These Goods are all fresh and good stock. Get our prices before buying.

T. KINNEAR & CO. - 49 Front St., East.

A SECRET OF SUCCESS.

"THE writer had the pleasure of a conversation not long ago with a retail grocer who does one of the largest businesses done by any country retailer in our knowledge," says a contributor to Grocery World. "Asked what he regarded as the secret of his success, he said that he had never, in all his experience of over 20 years' as a retail grocer, offered a low price to a customer as an inducement to buy goods. Instead of this, he had incessantly talked quality, quality, quality. The price was often higher than goods which seemed the same could be gotten for elsewhere, but that made no difference. 'The best goods at a fair price' was this grocer's motto, and his sticking to it brought him success. He admitted that he had lost a considerable number of that class of customers to whom a cent saved was an object, regardless of quality, but he asserted, on the other hand, that he had gained many more of those who were well enough situated to ignore the price, but who did insist on high quality. When a grocer once gets a clientele of this class of customers—quality-seekers, not price-seekers—his success is assured, provided he knows how to treat customers when he gets them.

"In every community, no matter how small, there is a sufficient number of this class of customers to make it worth one grocer's while to search for them. Let him systematically lay plans to interest them. Let him send them judiciously-prepared advertising matter. If he gains one such customer in three months he is doing well. Four a year means several hundred dollars added to his yearly income.

"When one reflects upon the difference in self-respect between the grocer who paints his store a glaring red or blue, and starts out to slash prices right and left, securing the very poorest, least desirable trade, as compared with the high-class grocer who has the best trade in town, who knows that his word is respected and that he has the confidence of every customer, it is strange that the ranks of the cutters are being so constantly augmented."

MANITOBA WHEAT.

Mr. William Whyte, superintendent of the western division of the Canadian Pacific Railway, who was in Montreal on business the other day, states that of the total amount of nineteen million bushels of wheat in the West at the opening of the season, he estimates that from 2,500,000 to 3,000,000 bushels are in the hands of the farmers west of Winnipeg, either in their own granaries or stored in elevators. Some of it will be held until later on, in the hope that export prices will improve. These figures do not include the wheat in the hands of the Lake of the Woods and the Ogilvie Milling Companies, which would bring the amount up to 5,000,000 bushels, nor is it inclusive of the 3,000,000 bushels required for seeding purposes and for food. Up to the close of navigation 7,500,000 bushels were moved east, including wheat and flour, and at the present time there are probably 21,250,000 bushels in the elevators at Fort William. The greater portion of this will probably remain there until navigation opens, unless export prices should advance enough to make it worth while shipping all-rail to the Atlantic seaports. Mr. Whyte thinks the prospects are good for a continuation of the present high prices in view of the small crops in Argentine, Russia and India.

AN EVIDENCE OF BUSINESS.

A well-known tobacconist of upper Broadway employs a novel and interesting method of advertising the extent of his business. Disposed in conspicuous positions about the store are square glass cases filled with what looks at first sight like a coarse mixture, but on closer examination proves to be cigar ends. The largest of the cases, of which there are three, is about two feet in height by one in width and depth. The other two are about half that size. All the butts are the same size and clean cut, evidently by a cigar chopper. One who happened to be in the store the other day made inquiries into the nature, origin and uses of the collection. "All those cigar ends which you see," said the tobacconist, "belonged to cigars bought and lighted in this store. They represent the waste taken from the choppers every night. The collection has taken me 16 years to amass, and I value it very highly. I was offered $100 for the contents of that large case the other day, but I refused it. Indeed, I would not sell my cigar ends for twice or thrice that sum, for not only are they interesting as a curiosity, but they are valuable as giving an indication of the extent of the business I am doing."—N. Y. Evening Sun.

GREEN AND ROASTED COFFEE.

To find the cost of roasted coffee look at the figure opposite the respective price you are to pay for green coffee.

Green	Roasted	Green	Roasted	Green	Roasted
10c	12½c.	15½c.	19c.	21c.	25⅝c.
10¼c.	12¾c.	15¾c.	19⅜c.	21¼c.	25⅞c.
10½c.	13⅛c.	16c.	19⅝c.	21½c.	26¼c.
10¾c.	13⅜c.	16¼c.	20c.	21¾c.	26½c.
11c.	13⅝c.	16½c.	20¼c.	22c.	26¾c.
11¼c.	14c.	16¾c.	20½c.	22¼c.	27⅛c.
11½c.	14¼c.	17c.	20⅞c.	22½c.	27⅜c.
11¾c.	14½c.	17¼c.	21½c.	22¾c.	27⅝c.
12c.	14⅞c.	17½c.	21½c.	23c.	28c.
12¼c.	15¼c.	17¾c.	21¾c.	23¼c.	28¼c.
12½c.	15½c.	18c.	22c	23½c.	28⅝c.
12¾c.	15¾c.	18¼c.	22¾c.	23¾c.	28⅞c.
13c.	16⅛c.	18½c.	22⅝c.	24c.	29⅛c.
13¼c.	16¼c.	18¾c.	22⅞c.	24¼c.	29½c.
13½c.	16⅝c.	19c.	23¼c	24½c.	29¾c.
13¾c.	17c.	19¼c.	23½c.	24¾c.	30c
14c.	17¼c.	19½c.	23¾c.	25c.	30⅜c.
14¼c.	17½c.	19¾c.	24⅛c.	25¼c.	30⅝c.
14½c.	17⅞c.	20c.	24⅜c.	25½c.	31c.
14¾c.	18⅛c.	20¼c.	24¾c.	25¾c.	31¼c.
15c.	18½c	20½c.	25c.	26c.	31½c.
15¼c.	18¾c.	20¾c.	25¼c.		

The above difference in price is based upon a shrinkage of 16 per cent. and ½c. per pound for roasting.—Retail Grocer's Advocate.

Syrup

Here is a "Snap"

We are quoting **Pure Sugar Syrup in Two-Gallon Pails** at less money than the same goods can be sold for in bulk. Only a limited quantity in stock. Order early.

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

What Shall Your Answer Be ?

From Manufacturer to Retailer Direct.

To suspect is human. Facts count not assurances. To convince is to satisfy, and to satisfy is to secure confidence. You can't change a customer's sense of taste.

What shall your answer be when they ask for Tillson's Roller Process Buckwheat Flour ? Will you offer them something "just as good" ? And if they hesitate are you willing to assure them on quality ? Chances are they go away prepared to find fault and they usually find it. Suspicion creeps in to weaken confidence in you and your methods.

Roller Process Buckwheat Flour is the Flour of confidence — always. Pure—absolutely. White, Rich, Strong, Natural, Buckwheat Flavor. And customers ask for and demand it, because they know all this.

The Tillson Company Ltd.
Tilsonburg, Ont.

Our Table Delicacies

Are the sort that you can always sell, with a feeling of confidence and security.

Our JAMS
JELLIES
PRESERVES, etc., etc.

are sure to please even those who favor the home-made article. You run no risk in buying "Maple Leaf" Brand.

DELHI CANNING CO., DELHI, ONT.

CURRANTS IN NEW YORK.

THE spot currant market has been somewhat unsettled for some time past, and the tendency has been in buyers' favor, notwithstanding the strong reports sent from Greece since early in December last regarding the situation there. The depression in the American market is said to be due to the arrival of a large quantity of stock on several steamers during the dullest time of the year, and also to the uncertainty felt as to the final result of the question of tariff raised by the action of the collector of Customs at San Francisco a year or more ago, which question is still pending in the United States courts.

It is intimated that the low prices quoted by some holders who had become discouraged over the dull condition of trade, or who believed that the final result of the question of imposing the duty on currants will be in the affirmative, have caused a speculative movement, ending, it is said, in a closer concentration of spot stocks. The transactions, however, are understood to have been conducted quietly, and the details have not been permitted as yet to come to the surface. The actual consuming demand has been and still continues to be slow. Rumors are current to the effect that the principal operators are keeping the market down with a view to shaking out the holdings of some of the remaining receivers, who are believed to be weak.

On the other hand, it is claimed that the currant market was never in a better position for an early and substantial advance. The latest mail advices from Greece say that the statistical position there is extremely strong. One hundred and five thousand tons have been shipped up to the close of 1896, leaving not more than 35,000 tons unsold, as against 60,000 tons at the corresponding date a year previous. The writer of the letter had been informed that stocks in all of the markets of consumption were much lighter at the beginning of this month than at the same time last year, and looked forward to an active and rising market during the coming spring. He was encouraged in this belief by the fact that the English markets already show signs of an upward movement.—N.Y. Journal of Commerce.

A SHREWD GROCER.

The grocer was weighing some sugar for the woman in the dyed blue bonnet, when the man in the black frock coat and yellowish-white tie, who had been standing in the door for some minutes, came inside and laid a silver quarter on the counter.

"I picked it up on the floor, just at the edge of the steps," he said. "It must belong to you. A quarter or a thousand dollars, sir—it is the principle of the thing that I look at. I want nothing that is not mine. There is the money."

The grocer laid a large forefinger on the quarter, and shoved it back across the counter.

"You put dot money in your pocket, mein friend," he said.

"But, sir, you or one of your clerks must have dropped it, and it rolled over there. My motto has always been——"

"I believe," said the grocer, "dot you yoost moved your family in dot house across the street dis morgen. Vas it not so?"

"Yes, sir, I did, and it being convenient, we expect to do a good deal of tra——"

"You put dot quarter back in your pocket right away. Dot vos not mein quarter. You put him back in your pocket, und ven your vife come ofer vor dose groceries you vill remember dot my derms vos spod cash efery time."—Exchange.

A SHOPKEEPER'S REFLECTION.

Under a tiny patch of cloud
We lead our little life,
And strange it is, though true as strange,
Our joy lies most in strife.

For each man vies with brother man,
And tries to undersell,
He cares not how his brother fares
As long as he does well.

And all the melody of life
Through man's self-love is strained,
Yet, though he tries to raise himself,
His object is not gained.

For let a price be lowered there,
It's lowered, too, next door,
And he who hoped to "draw the crowd"
Is worse off than before.

The rich man is not rich enough,
But must invest his all
In companies, which, if they rise,
Secure his neighbor's fall.

Men who have passed some stiff exams.
The law demands to-day,
Find other men have tricked the law,
And boldly led the way.

At one time trades could be defined,
And then three shops might share
The money spent at one place now,
No need to go elsewhere.

It's high time that we realized
Our methods are all bad!
Thinking more of other men
Would make this life less sad.

O! that in Christian England here
This truth were understood;
Man must be bound to fellow man
In one true brotherhood.

—London Chemist and Druggist.

BRITISH FOREIGN TRADE.

THE annual returns of British trade for the year 1896 are presented below. They show a liberal increase in both imports and exports over the year 1895. For the whole year the imports reach the large figure of £441,807,000, as compared with £416,690,000 in 1895, the increase of £25,117,000 being equal to just 6 per cent. The exports of British products were valued at £239,922,000, the total for 1895 having been £225,890,000, and there was thus an increase of £14,032,000 or 6.2 per cent. The summary of imports and exports is as follows:

TOTAL IMPORTS.

	Twelve Months 1896.	Compared with 1895. Increase.
Animals, living	£10,438,699	£1,472,447
Food and drink — duty free	146,301,708	6,058,829
Food and drink--dutiable	25,693,706	635,006
Tobacco	4,370,670	1,016,754
Metals	20,464,786	1,808,744
Chemicals, dyestuffs and tanning substances	6,784,845	226,032
Oils	8,446,709	334,859
Raw materials for textile manufactures	74,766,039	3,996,355
Raw materials for sundry industries	47,240,940	3,216,343
Manufactured articles	81,250,453	5,649,260
Miscellaneous articles	15,036,432	668,891
Parcel post	1,012,348	34,157
Total value	£441,807,335	£25,117,677
	Equals 6.0 per cent.	

TOTAL EXPORTS.

	Twelve Months. 1896.	Compared with 1895. Increase.
Animals, living	£940,645	£147,348
Articles of food and drink	11,355,141	292,661
Raw materials	17,692,507	*606,046
Yarns and textile fabrics	105,353,592	3,976,277
Metals and articles manufactured therefrom (except machinery)	33,572,894	4,686,345
Machinery and mill work	17,036,899	1,886,377
Apparel and articles of personal use	10,473,345	1,166,215
Chemicals and chemical and medicinal preparations	8,243,601	*45,230
All other articles	33,583,916	2,196,508
Parcel post	1,669,669	331,738
Total home products	£239,922,209	£14,032,193
	Equals 6.2 per cent.	
Add reshipments of merchandise imports	56,466,465	*3,475,926
	Equals 5.8 per cent.	
Total exports	£296,388,674	£10,556,267
	Equals 3.7 per cent.	

* Decrease.

PORTAGE LA PRAIRIE'S MAYOR.

Edward Brown, of the firm of J. & E. Brown, general merchants, of Portage la Prairie, was on the 7th inst. elected mayor of that town over his opponent, Mr. H. S. Paterson, by a majority of 96. Portage la Prairie is to be congratulated. It is a good thing to have a business man for mayor.

Successful Business Building.

Keeping the best and purest goods—goods that give satisfaction to the purchaser—is the way to build a successful grocery business. Most of a grocer's goods must stand the test of the family table—the most severe test possible. Poor goods often find a place on a grocers' shelf without him knowing it, and are slowly but surely killing his business. There is no excuse for carrying poor goods in the lines we handle. Every article we sell is the best we know of in its line. Their makers' names are their best guarantee.

Tryphosa

A new Jelly Powder already flavored and sweetened. Only add boiling water to make a delicious dessert.

Pint packages — assorted flavors.

Hubbard's Rusks

A reputation of fifty years as the most nutritious and easily prepared food for infants and invalids. You should have them in stock.

Bryant & May's Matches

The years of experience in building up a world-wide match trade—in making matches which strike easily, kindle easily, and burn steadily—are what count in making reliable matches. Housekeepers will use the "Tiger," and smokers the Wax Vestas, if you carry them.

Sole Agents for Canada

ROBERT GREIG & CO., Montreal

Californian Evaporated Fruits

WE OFFER THE FOLLOWING AS A SAMPLE OF WHAT WE ARE DOING IN THIS LINE....

Do You Handle LUDELLA CEYLON TEA ?

Ex. Choice Peaches, 25-lb. boxes	@	10c.
Choice Peaches, 25-lb. boxes	"	7½c.
" " 50-lb. boxes	"	7c.
" Apricots, 25-lb. boxes	"	10½c.
" " bags	"	9½c.
Prime " "	"	8c.
Egg Plums, 25-lb. boxes	"	5c.
" " bags	"	4c.
Choice Nectarines, 25-lb. boxes	"	9c.
" " bags	"	8c.

H. P. ECKARDT & CO., WHOLESALE GROCERS, Toronto.

Consider These Facts

In **THE "DIAMOND"** we offer a really first-class powder at a low price—one that has been tried and re-tried by thousands of Canadian housewives, and they all say :

"There's none better, not even at twice the money."

A customer once for Diamond Baking Powder is a customer always.

1-lb. tins, 2 dozen in a case	$1.20	per dozen
½-lb. " 3 " " "	90	" "
¼-lb. " 4 " " "	60	" "

W. H. GILLARD & CO. Wholesalers Only Hamilton

THE CANADIAN GROCER

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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TRADE SITUATION IN CANADA.

THE trade situation in Canada is one that is attracting more than usual interest. The cause is primarily a two-fold one.

With the close of the presidential campaign in the United States and the election of the sound money candidate, Canadians, as well as the people more directly interested in that contest, looked for a substantial improvement in business.

For a time the conditions favored this anticipation. But a few weeks sufficed to dissipate these hopes. And for the past couple of months business on the other side of the line has been about as dull as it ever has been in the history of the country. This unsatisfactory condition of affairs has naturally made its impress on business matters in Canada.

Another trade deterrent is the revision of the tariff: While business men are in the dark as to what the nature of this revision will be, they naturally will neither make nor buy anything beyond what is necessary to satisfy their immediate requirements.

At the same time we are open to confess that in our judgment we are, as Canadians, crediting these factors with more influence than is really their province. They are undoubtedly obstacles in the way of the development of trade, but we add to them rather than detract from them by sitting down and folding our arms.

The trouble with us is that we spend too much of our time in bemoaning the adverse conditions and not enough in contemplating the favorable conditions and helping them along.

The most prosperous country in the world to-day is Great Britain. Next in rank comes Canada.

In thus declaiming in regard to Canada we have full cognizance of the fact that business is by no means at that point that can be termed satisfactory. But at the same time THE CANADIAN GROCER does not hesitate to affirm that the commercial conditions in Canada to-day are more favorable than in any other country in the world with the one exception already cited.

Perhaps we have not even seen the worst of the obtaining quietude. But whether we have or not this fact seems patent: The great majority of those industries which are the basis of the trade and commerce of this country are expanding in at least a fairly satisfactory manner.

We have reference to the mining, fishing, lumbering, pulp, dairying and live stock industries. These are unquestionably growing. Our manufacturing industry is at the moment in a somewhat passive state, generally speaking, due to the depression in the United States and the contemplated changes in the tariff at home; yet even in this branch all the members are not in that condition. The flour milling, the agricultural implement, the bicycle manufacturing, and other lines of more or less importance, are all doing well.

Then there are the earnings of the railways. They are pretty good barometers as to the condition of a country's health commercially, and their readings are favorable. Another barometer is the statements of the chartered banks. No one can say but that they are, in the main, favorable.

Reference has hitherto only been made to our home trade. Turning to the export trade the conditions are again favorable, there being a steady expansion.

One thing, too, that must not be overlooked is the manner in which the manufacturers and merchants of the country carry on business. The development in this particular is undoubtedly in the right direction: Credits are being shortened, accounts more closely scrutinized, and business generally is being conducted more akin to business lines than ever before. The importance of this is too obvious to need explanation.

THE CANADIAN GROCER has no desire to ignore the fact that trade is quiet. Neither, on the other hand, has it a desire to see the situation viewed in a wrong light. And that is what we are too often doing. There are some clouds in the situation; but the sunshine predominates. Let us get into it and keep into it as much as possible. It will help the country, and pay us.

It is a pleasant thing to see England and her estranged daughter agree to arbitrate instead of fight.

THE TRADE AND NAVIGATION RETURNS.

IT is seven months since the fiscal year 1895-96 closed, and yet the country is without the Trade and Navigation Returns for that period.

Seldom, if ever, have the returns been issued promptly, but this is the worst for some years at least.

Of all the blue books issued that appertaining to the foreign trade of the country is the most important. And yet, often when it comes to us the information it brings is robbed of value proportionate to the time that has elapsed between the close of the fiscal year and the time it is in the hands of the public.

The position of Canadians in this respect is humiliating. The people of Great Britain, the United States, and all countries of any importance, had in their hands detailed statements appertaining to the export and import trade of their respective countries long ago. But Canada, like a hungry boy at a feast waiting for his turn to come, is compelled to await the pleasure of sleep-charged civil servants for trade returns, while other countries have had and digested theirs months ago.

One would almost wish that the charge of "active partisanship" could be levied and proven against the Printing Bureau. If that cannot, however, incompetence evidently can.

If business is worth anything it is worth studying.

CUTTING ON CONFECTIONERY.

ACCORDING to all accounts there has been some lively cutting in staple lines of confectionery this fall and winter. It was first started by American manufacturers, who succeeded in gathering in a lot of orders.

The ruling basis with local manufacturers has been 12½ less 10 per cent. The Americans came in and offered goods at 9½c. net.

When this leaked out a leading Canadian manufacturer decided to go them one, and if necessary two and several times, better. A large stock was placed in the hands of a Montreal jobbing house with instructions to sell it under the American offers no matter what they were. Prices, therefore, are unsettled, for while wholesale grocers have the American stock that cost them 9½c. net, they find it difficult to dispose of it with the manufacturer above mentioned offering, through his jobber, goods for less money.

The merchant who would win must fight; but cutting prices is hitting below the belt.

THE PACKERS' ASSOCIATION.

THE annual meeting of the Canadian Packers' Association was held in Toronto on the 14th inst. President W. A. Ferguson was in the chair, and there was a good attendance.

President Ferguson, in his opening address, said : I am pleased to see such a manifest interest in our association as is apparent by the large number of gentlemen present. The success or failure of any association or company largely depends on its executive officers, and as this is my first year in office as president of the Canadian Packers' Association, I feel extremely anxious that our association should prosper under my presidentship, more particularly so, as I succeed a gentleman who held the position so long and satisfactorily to all concerned. I refer to our worthy friend, Mr. W. Boulter, and we probably owe to him, more than to anyone else, the existence of an association to-day.

I have called you together somewhat earlier than is usual to hold our annual meeting for two reasons : First, January is usually the quietest month in the year in our business. Secondly, that a full discussion of all matters pertaining to the canning business, past, present and future, might take place before we are committed to anything pertaining to the business of 1897.

You know, gentlemen, that in the past, when a reduction of the pack was recommended as the best remedy for existing evils, we found frequently that contracts had already been entered into for the coming season, and while the individual packers were with us and quite approved of the idea of shortening the acreage as a whole, they were not in a position to fall in line, and the outcome often was that we all went home resolved not to let any smart individual get the better of us, and at once set to work increasing our acreage, and contracts for cans, etc., that our better judgment told us was wrong, with the result that year by year we have produced more than the country required and more than we were able to hold, which, sooner or later, was placed on the market at a cut price, and seriously deranging business.

Some few years ago we could persuade the wholesale trade to help us carry the load by offering them "snaps," and get out of all difficulties in that way ; but lately they seem to have such an aversion to canned goods "snaps" that I don't think you could persuade them that gold dollars in tin cans at 50c. on the dollar was a good thing to buy, and this condition of things, as far as the wholesalers are concerned, is likely to last for some years to come. And if you persist in growing and canning more than the country requires, you either must find an outside market or carry your pack yourselves until wanted, or slaughter the goods at home, as most of us did last season. The only bright spot connected with the business of 1896 is that such a large portion of the pack has gone to consumers at less than cost. The small quantity now in your hands should net you a profit if judiciously marketed.

You who have experimented with outside markets know that the competition is about as keen abroad as at home ; that inland freights are very much against us. Thus far the export trade has been an expensive experiment, and, so far as I can see, must continue to be so, until our freight rates have been greatly reduced. In regard to carrying our pack until wanted by the trade, this might possibly be done if all the packers would work harmoniously and honestly together, and go about it in a common-sense, business-like manner. But for a few individual canners to attempt this is madness. We have tried this. I blush when I think of the results of our several efforts, and, gentlemen, they were honest efforts, made by honest men. Human nature is human nature, always has been, and always will be until the end of time. Who can stand unmoved and see his opponents defeat the objects he has in view ? In our last attempt to bolster up prices by holding goods until wanted, we had enemies within and without our camp. We had inducers, traducers, seducers, reducers to contend with, and, gentlemen, is it to be wondered at that with such a combination of forces, we were finally forced to surrender to the reducers, whose captives we have been ever since. And now, gentlemen, as the reducers have proven that there is something in a name, would it not be well for us to join forces with them and reduce our product until such time as we can induce the trade to pay us a slight advance on cost of production ?

The year 1896, just ended, has made a record for itself as a year of lowest prices, not only in canned goods, but on nearly all articles of commerce, which is satisfactory proof to me that the consuming public of Canada has little, if any, cause to complain about the abuses of monopolies that we sometimes hear about, and I question if this state of affairs can continue with safety much longer. Our reserve forces may be drawn on safely for a time, and the individual or company is fortunate indeed who has it on hand, but is it wise to exhaust it that you may be the survivor of the fittest ? How do you know but what new methods, new capital and new men may spring up from the graves of your enemies and strike you down after you have survived the present pressure ?

Let me briefly call your attention to a few failures in the canning business in the last few years. Analyze, if you will, the effect it has had on new concerns starting up. Since 1885 we have had 25 failures, representing an estimated loss of capital of $300,000. The factories were situated in various parts of Ontario and Quebec, and the heaviest failures were in the most favorable parts of Canada. What effect has it had towards preventing new canning factories from springing up ? Any ? No. The great difficulty seems to be that there are so many favorable locations for factories and so many ambitious towns and villages with enterprising citizens anxious to help the town they live in, that we will always have this difficulty to meet unless we can counteract it by diffusing a thorough knowledge of the real conditions of the canning business throughout the country. This is a matter to consider. Few men like to publish broadcast over the country that they are hard up, and it is a question if it is always wise to do so. We can trace the starting of most of the canning factories to two or three agitators who have been incompetent to hold a job for any length of time, but who have been wonderfully successful as promoters.

Gentlemen, can we not put those men to better use, is a question for consideration.

In conclusion, let me say that we all deplore the present condition of affairs in the canning business, that we know that there are four factories in Canada where there should be only one, that something should be done, and that at once, to place our business in a more healthy condition, and that a reduction of the output for 1897 should be attempted as a step in the right direction, and one that I very strongly recommend you to pursue, and I say, without hesitation, unless this is done you will waste your time, lose your capital and possibly your health, which is capital and which one should guard with zealous care.

Before closing, I desire to call your attention to the condition of the canning industry of our neighbors to the south of us, whose markets have been glutted for the last few years by over-production, and where cost of production ceased to be considered when a sale was in sight.

We have recently had a change in Government in this country, and the gentlemen who now preside over the affairs at Ottawa may revise the tariff, which may or may not affect us. (Who can tell ?). We all know that any lowering of the tariff will aggravate the situation materially. This, to my mind, is another strong reason for a policy of extreme caution for 1897, and should be strictly adhered to by us as a body.

The address was first applauded and then discussed. The reference to the desirability of reducing the pack was warmly endorsed,

and the formation of some scheme whereby the desideratum may be obtained.

The election of officers resulted as follows :

President—W. A. Ferguson.

Vice-President—H. J. Matthews.

Secretary-Treasurer—W. C. Breckinridge.

Executive Committee—Messrs. W. Boulter, Matthews, Carson, Marshall and Innes.

EXPORT APPLE TRADE.

THE apple market in England has improved a little according to the latest cables.

Shipments from this side of the Atlantic continue large, during the last five weeks the exports from all parts being on an average about 20,000 barrels weekly.

Total shipments up to the end of last week were 2,180,834 barrels compared with 555,820 barrels the same time a year ago, an increase of over 292 per cent.

Satisfactory, however, as the shipments are as far as quality is concerned, they are anything but satisfactory from a financial standpoint, the losses being heavy. Freight rates are on an average about 35c. per bbl. higher than a year ago, and this has not helped the exporter any.

Many a man has all his life stumbled along the Valley of Nonentity because he lacked the courage to climb the Highlands of Competition.

CANADA'S TEA IMPORTS.

In an article which appeared in last week's issue, it was stated that Canada's imports of tea during 1895 aggregated 10,000,000 pounds. That this was only about one-half within the mark was probably recognized by everyone.

In round numbers our total exports were 20,600,000 pounds made up as follows: Japan alone, 9,081,915 pounds ; black and green from Japan, 4,425,432; black and green from England, 6,190,324 ; India and Ceylon, direct, 491,010 ; Java and other countries, 369,672 pounds.

JAPAN TEAS FOR THE STATES.

A little more interest in Japan tea has been taken in Toronto during the past week on account of fresh pnrchases having been made for shipment to the United States.

The CANADIAN GROCER knows of one lot of 375 packages that were taken for export to a point in New York State.

The cause of the demand from this quarter is, as has already been pointed out, the shortage of the Japan crop.

Advices received in Toronto within the last few days state that the supply of tea in Japan is practically finished, and that a shortage of at least 6,000,000 pounds is assured. This means a shortage of about one-eighth compared with the quantity exported last year.

O'er much modesty in a maiden is pardonable, but o'er much of it in a merchant it worketh evil.

PRUNES STRONG STATISTICALLY.

Reference has been made from time to time this fall to the strong position of the prune market. The course of events is bearing out the expectations set forth previously.

Stocks of French and Bordeaux are smaller than they were at the same time last year, and whereas last year there were considerable consignments of California and Oregon stock offering, this season there are none of the latter and very few of the former. Across the line the same strength, statistically, is shown in leading eastern and middle western centres. According to a recent report there were not over 75 cars all told of California prunes offering at New York, and the stock there is said to be smaller than has been known for many years at this season. At Chicago the stock in first hands recently was estimated at 50 cars.

Diligence may not keep adversity away sometimes, but it will prove the winner ultimately.

HE WENT THROUGH THE ICE.

THE CANADIAN GROCER understands that since the New Year, what is termed a temperance league has been organized by the tea brokers in Toronto and all members of the wholesale trade who promised to touch, taste, nor handle not, that which "biteth like a serpent and stingeth like an adder."

Up to within a few days ago the league was gathering strength as fast as a snowball gathers size when rolled by sturdy youngsters. But now it is feared the opposite condition is being experienced. And all because of what is alleged by one member to have been an accident, and by others to have been a deep laid scheme to secure stimulants without forfeiting membership in the league.

The offending member holds a position of trust in a well-known wholesale house, and a few days ago, while skating on Toronto bay, by some means got through a hole in the ice. He says he fell through, but sundry members of the league declare he dipped his legs into the water in order that he might have an excuse for getting "something" as a preventative against a coid. And thus because of a few suspicious natures the league is threatened with dissolution.

WANT A TEA DUTY.

THE CANADIAN GROCER had a chat with several tea dealers and others the other day in relation to the question of a duty on tea. Without exception everyone was in favor of the imposition of a duty.

Mr. Geoffrion, of L. Chaput, Fils & Cie., believed that a duty would be a good thing. With, say, a specific charge of 5c. per pound and the freight charges and other items, a buyer would think twice before he brought in a cheap, inferior tea which could not be jobbed low enough to catch the trade now demanding it. He was in favor of the retention of the present special discrimination against tea not imported direct in addition to the regular duty.

Mr. Ethier, of Laporte, Martin & Cie., said that his house would back up a tea duty. At present certain sections, of the province of Quebec more particularly, demanded the cheapest tea that they could get. It was his opinion that if a specific duty was imposed it would prevent or at least reduce the importations of the rubbishy article and in the end stop its consumption.

Mr. F. Hughes, of Caverhill, Hughes & Co., while not exactly antagonistic to a duty, did not think that it would have the effect desired. If it was desired to check or prevent the consumption of tea dust, the advocation of a more rigid system of inspection would, in his opinion, best attain this end. There was tea sold in the province of Quebec at present that would not be passed by the inspector in New York or any other United States centre.

Mr. Ewing, of Morrow & Ewing, endorsed what had been said in favor of a duty and believed that it would have the effect of reducing, if not entirely stopping, the importation of the very low-grade stock now imported into Canada to meet the wants of a certain demand. He also was in favor of the discriminatory duty being retained against indirect importations.

Mr. Lindsay, of Kinloch, Lindsay & Co, who is one of the veterans of the trade, remembered the time when there was no 10 or 15c. tea consumed in Canada. This was when a heavy specific as well as ad valorem duty was proposed. He questioned if the average consumer keenly felt the slight extra cost then as compared with the cheap stuff he now consumed. In any event, the present saving was more than offset by the damage that his digestive organs suffered. For this reason he was in favor of a duty on tea, and if the Government were going to do something for the farmers, they would find a tea duty the quickest way of recouping the revenue for losses elsewhere.

THE TARIFF COMMISSION.

THE Tariff Commission sat at Quebec on Monday and Tuesday, in the Harbor Office. The Ministers in attendance were Hon. Mr. Fielding, Hon. Mr. Paterson, Sir Richard Cartwright and Sir Henri Joly de Lotbiniere.

THE GROCERY TRADE.

Mr. Richard Turner, wholesale grocer, said he agreed with what the representatives of the dry goods trade had said about the way in which the trade was treated at the different points. With regard to gin, he said that here in Quebec he had paid a lower rate of duty than those in Montreal. There was also a difference in Hamilton, Toronto, Montreal and other cities from Quebec. He said that if a sample was sent to Ottawa, and proved there, that it should hold good over the whole Dominion. Gin was a standard article and did not vary in strength, although the difference was largely due to the temperature at which it was tested. They might have to pay more in Quebec than in Toronto on this account, and he thought they would see the justice of his claim. With regard to molasses, he said that it came in under a duty as a direct importation from the place of production. He contended that this was not so, because he had it on good authority that these goods, when they arrived at New York from the southern States, etc., were so manipulated as to lose a certain amount of their character, and then they had them in competition with molasses from the West Indies.

In answer to Mr. Paterson, he said they were reshipped from Boston, New York, etc. With regard to packages, Mr. Turner said they had to complain very much in regard to the duty upon them. After the article which was contained in them was used they were of no use ; and they were thus really valueless. With regard to starch, he said that they could import starch for food at one and a half less than they could buy in this country, and he was opposed to the duty on that article, as he thought the manufacturers were fully protected.

Mr. Turner then referred to the question of the Customs selling smuggled whiskey in the open market. If he understood correctly, distillers were bound to keep whiskey in bond for two years. He was informed, however, that distillers kept their whiskey in steel tanks for two years. When the oil was withdrawn from the whiskey he did not see that keeping it for two years improved the quality. Smuggled whiskey was not always a marketable article, but it was sold without being matured, and it came into contact with those selling the good article. He contended that it should be sold to the distillers or destroyed.

He next referred to the matter of smuggled tobacco, which was on the increase. He had, perhaps, more travelers on the road than any other firm, and they were complaining time and again about the amount of smuggled tobacco on the market, They had sent him samples of it. Those who smuggled the tobacco, after they had emptied the Canadian tobacco from the packages, substituted the American. He thought that the way to prevent it would be to appoint a qualified man to go around looking after the smuggled tobacco.

He was also in favor of a specific duty on teas, as it would tend in a great measure to keep out the inferior class of teas that now flooded the market.

Mr. Thomas Davidson, wholesale grocer, gave evidence as representing his own firm. As a wholesale grocer he had no desire that a special legislation should be promoted for the benefit of the grocery trade unless such could be proven to be of benefit to the whole. He felt it to be his duty to suggest changes which were certain to bring personal financial loss to himself and to the trade with which he had had a life-long connection, if it was for the general interests of the other class, and they required it. The interest of the many must ever prevail over those of the few. He had prepared a memorandum strongly recommending the reduction on rice, basing his conviction on the fact that rice paid a duty of $1.25 per 100 lbs., of which only 30 per cent. went to revenue and apparently 95 to the manufacturers. He had learned, however, that 100 lbs. uncleaned rice produced only 66 lbs. cleaned, and that the revenue received 30 per cent. for 66 lbs. instead of 30 for 100 lbs, which was about 45 per cent., or nearly half-a-cent a pound. The protection on rice was, therefore, not so much as he believed, and in view of the many advantages which the present system possesses, such as the year's supply for the Dominion being bought by one firm at the very lowest ebb of the foreign market, and then sold to the trade in packages so suitable to the consumer —in as small packages as 12½ lbs.—and the fact that good, clean, wholesome rice, was being retailed all over the Dominion at 4c. per lb., and as the Chinese population contributed to the revenue in no other way, he felt bound to recommend if a reduction on this article was to be made that it would be of the slightest. Tea and sugar were articles which should contribute a large portion of the revenue. The low price at present made it a favorable time to increase the revenue from sugar by several millions, which might be done by making the duty on raw sugar a cent a pound and of refined a cent and a half. This would give the refineries a protection of half a cent a pound, which, with freight, insurance and other importing charges, would be a fair margin.

Tea, he said, should pay a duty of, say, 15 or 20 per cent. ad valorem, which would make a large item of revenue, which would have the advantage of going wholly to the Government, and would not be seriously felt by the consumer.

FLOUR, GRAIN, PROVISIONS AND SEEDS.

Mr. G. Lemoine represented the views of the Quebec Board of Trade Committee on flour, grain, provisions and seeds. He said they were in favor of a reciprocity treaty between Canada and the United States on the natural products of the soil, the mines and fisheries. Until that treaty was accomplished they suggested that a certain duty on flour and wheat was opportune in the interests of the western farmer, although it was a heavy burden on the consumer in Quebec and the Maritime Provinces. These provinces raised very little wheat, and the consumption was, on an average, of from five to six barrels of flour per family. They would suggest that the duty be changed to an ad valorem duty, so as to be less oppressive to the poor consumer, who has to use an inferior grade of flour. They would suggest that an ad valorem duty of 10 or 15 per cent. and an equivalent duty be placed on wheat. They were in favor of corn being admitted free. The present duty on cornmeal might remain unchanged, as there were enough mills all through the country to grind the free corn. They did not think that it would be advisable to change the duties on pork and pork products. They were in favor of abolishing the 10 per cent. on clover and timothy seeds.

THE DUTY ON WINES.

Mr. A. Toussaint, of A. Toussaint & Co., stated that there were people who went into the manufacture of wine who were not experienced, and that they added ingredients which were injurious to the public health. As a result customers would not buy the Canadian wine, but went in for the imported. He was of opinion that a high tax should be imposed on the manufacture of the Canadian wines, so as to prevent these small manufacturers from entering into competition with the responsible manufacturer. He thought that it would be desirable to open an office where the Canadian wines could be examined at stated periods. For many years his firm had crossed over to Europe to make purchases, and from these visits they were able to make a careful study of the best process of manufacture. This study had enabled them to make wines with the grapes grown in Ontario, and the good re-

sults which had met their efforts had encouraged them to submit this important question to the Government. In the best Canadian vineyards the grapes ripened very quickly, and did not possess enough alcoholic ingredients to guarantee the perfect preservation of the wines. This inferiority was prejudicial to the interest of the grower, and he asked that the duty be taken off the grapes which he had to import from foreign countries to bring the native grape up to a proper standard.

THE DUTY ON TOBACCO.

The firm of B. Houde & Co., tobacco manufacturers, was represented by Mr. Eric Genereux, manager. He said that the duty on leaf tobacco should be reduced, because Canada could not produce sufficient for the demands of the market. The imported leaf could not be blended with Canadian tobacco, because the quality of the latter was not good enough. He had seen it stated by a Montreal manufacturer that this could be done, but that same gentleman had spent thousands of dollars in trying to further the Canadian trade, but until such time as the Canadians grew better tobacco it could not be done. The climate was against its growth, and there were only one or two places in Canada where it might be grown to perfection. He asked that the duty be reduced on the leaf tobacco used for making snuff, as there was only one kind suitable for that purpose, and that was grown in Kentucky. He complained of the large quantities being smuggled into Canada at Beauce and St. John's River. He was in favor of a duty being imposed on the Canadian growth, as it would tend towards the cultivation of a better weed.

Mr. H. D. Barry, cigar manufacturer, objected to the duty being taken off tobacco.

THE DUTY ON CORKS.

Mr. J. J. Lavery, of the Beauport Brewing Co., asked that the duty on crown corks be removed, as they were protected in the States and could not be manufactured in this country unless a royalty was paid the patentees.

HAS GONE OUT OF BUSINESS.

A private cable received in Toronto this week announces that the Japan tea house of C. P. Low & Co., of Yokohama, has gone out of business, owing to heavy losses experienced during the past few years. A new company has, however, been formed. It is called the Eastern Japan Tea Trading Association, Ltd., with Mr. Low as manager. Mr. Twohey has been appointed general agent for the United States and Canada.

"We still are offering old values in Japans," say Lucas, Steele & Bristol. "Can duplicate any back orders."

HALIFAX TRADE GOSSIP.

REALLY cold weather and snow have helped to stiffen trade somewhat, but the old complaint of "nothing doing" is still heard in the land. Despite the cry, there is about the usual volume of trade. Business cannot be gauged in Halifax today with what it was ten, fifteen or twenty years ago, although it seems to be on that principle some people base their estimates.

As noted last week, stocks of fish are light and in consequence a better feeling prevails. Large shipments continue to go forward and the enquiry is encouraging. Quotations, tol quol are: Dry cod, shore prime, $2.50 to $3.50; small bank, $2.50 to $2.75; large do., $3 to $3.25; haddock, Cape Breton, $1.75 to $2; hake, $1.50 to $1.75; pollock, $1.50; Bay of Islands herring, No. 1, $1.50; Labrador do., $6; alewives, $3.25; mackerel, No. 3, $6; No. 2, $9; No. 1. $11; salmon, No. 1, $17.50; No. 2, $15.50; No. 3, $13.

In breadstuffs there is the usual business doing. Dealers report prices well maintained, while jobbers are advertising cut prices. Hungarian patents are worth $5.85 to $6; Manitoba strong bakers', $5.60 to $5.70; Canadian pastry, $5.10 to $5.20; 75 per cent. roller patents, $4.80 to $4.90; 80 ditto, $4.70 to $4 85; 90 ditto, $4.60 to $4.70; straights, $4.50 to $4.60; extra, $4.20 to $4.30.

Produce is moving quietly. The last of the P. E. Island fleet has arrived, and potatoes are selling at 28 to 30c. per bushel, and oats at the same figures, from vessels in ordinary-sized lots. Nova Scotia potatoes are worth 5c. per bushel more than Island stocks.

The provision market shows no change. P. E. Island mess pork can be bought today at $12, and sales have been made under that figure. American clear pork is quoted at $14 and American mess at $13.50.

Molasses is steady, although no big sales have been made of late. St. Croix is quoted at 27c., Porto Rico, 30 to 32c.; Trinidad, 27c.; Barbadoes, 31c.; Demerara, 39c.; St. Kitts, 25c.

The exportation of rabbits to the States has become quite a business. S. J. Hissex, of Annapolis, has already shipped 10,000 to New York and Boston markets.

The butter trade is quiet. Creamery prints and tubs are worth 21c., fall creamery 20c., summer creamery 18 to 19c. Rolled is lower and plentiful at 14 to 15½c.

Fresh eggs are rather plentiful at 19c. for Nova Scotia and 16 to 18c. for P. E. Island.

Cheese is firmer at 11c. cash.

A MERCHANT MARRIES.

The marriage of Miss Laura Ritchie, eldest daughter of Mr. and Mrs. R. W. Ritchie, of Orangeville, and Mr. W. G. Rowland, of the firm of Ritchie & Rowland, Shelburne, was solemnized by the Rev. A. Langford, president of the Toronto Conference of the Methodist Church, at the residence of the bride's parents, "Maplehyrn," on Tuesday evening at five o'clock. Miss Ida May Ritchie, sister of the bride, acted as bridesmaid, while Mr. W. N. Brown was groomsman. Miss Gertrude Ritchie played Mendelssohn's "Wedding March." The presents were beautiful and numerous, showing the esteem in which the bride was held in the hearts of her companions.

Mr. and Mrs. Rowland left on the eight o'clock train for Owen Sound, where they will spend a few days before returning home.

A MAN FROM MANITOBA.

Mr. Cecil R. Dixon, who represents Turner, Mackeand & Co., of Winnipeg, in Manitoba and the Northwest, his territory extending as far west as Revelstoke, has been visiting his friends in Toronto and the east during the past few days. Mr. Dixon has been traveling for the firm for about twelve years.

"I suppose you have witnessed a great change in Manitoba during the twelve years you have been on the road?" I remarked.

"Indeed I have," replied Mr. Dixon, as he settled down in a seat and pulled a cigar from his pocket and lit it. "And I'll tell you what it is, Manitoba is going through a state of prosperity such as the province never experienced before. This is due to the two last crops which we had. One gratifying feature is the fact that the business men of the country are getting down to a better financial basis. Next season we are looking for a large influx of population. There is a grand future in store for Manitoba and the Northwest, I can tell you. Business is increasing all the time.

LAUNCHED OUT FOR THEMSELVES

J. B. E. Poirier and Paul Ethier, who have come into prominence as active members of the Retail Grocery Clerks' Association, of Montreal, have embarked in business on their own account. They have the experience necessary for a successful career, and if they will follow THE GROCER'S advice, to deal honorably, buy cheap and aim not to do the largest business in Montreal, but the most profitable, they will win. They have many friends who wish them all prosperity.

Next week Lucas, Steele & Bristol hope to have their 4 and 5 bar "Circle" tea on the market.

Following tobaccos from Empire Tobacco Co. are now in stock with Lucas, Steele & Bristol: "Patriot," "Ensign," "Currency," "Something Good," "Magnolia," "St. Lawrence." They also have "Red Cross."

EGGS IN NEW YORK.

THE yearly receipts of eggs to this market, together with the average price of Western, are shown by the following table :

Year.	Receipts.	Av'ge price.
1896	2,594,992	15½c.
1895	2,282,414	17¾c.
1894	2,379,216	16⅜c.
1893	2,288,646	22½c.
1892	2,157,250	20⅜c.
1891	2,086,137	21½c.
1890	2,063,120	18 1-6c.

From the above it will be seen that last year's arrivals were by far the largest ever received, while the average price for the year was the lowest recorded. The heavy receipts were due in a measure to the mild open weather during the winter in some producing sections—mainly south.

The range of prices for best stock by months for the entire year were as follows :

	Fresh West. Cents.	Fall Refrig. Cents.	Spring Refrig. Cents.	West. Limed. Cents.
Jan	14¾ to 25	11 to 19	10 to 18½	12 to 18
Feb	11 to 15	8 to 10	8 to 10	8 to 12½
March	11 to 11¾	.....	.....	.....
April	10¾ to 12½	.....	.....	.....
May	9½ to 12	.....	.....	.....
June	11½ to 12½	.....	.....	.....
July	12 to 13	.....	.....	.....
Aug	12 to 15	.....	.....	.....
Sept	15 to 18	.....	14 to 15½	.....
Oct	17½ to 19	.....	15 to 16	15 to 15½
Nov	20 to 24	to 19	16 to 18	15 to 16
Dec	17 to 24	14½ to 20	14 to 18	13½ to 16

The mild December of 1895 caused a heavy production, which was held back by speculators until January, causing prices to steadily decline from 25c., first of the month, to 15c. at the close of the month.

February's receipts were very heavy, and prices kept low, closing at 11c.

March brought such large receipts that price kept from 11 to 11¾c.

During April so many eggs were put in storage that market worked up to 12c., but fell back under heavy accumulation to 10¼ to 10½c. at the close.

Supply was so large during May that prices fell to 9½ to 10c., and large quantities were forced into storage. Toward the close of month, however, advices had been so discouraging that shipments were checked, and market worked up to 11½ to 12½c. before the close.

In June prices ranged from 12 to 12½c., dealers taking storage stock out as fast as possible without breaking prices or allowing them to advance.

Receipts were lighter in July, and prices averaged slightly better until near the close, when it eased back to 12½c.

No material improvement was made until middle of August, when market gradually improved until 15c. was reached.

This was fairly sustained during September, market gradually improving, with 18c. reached.

During October stock sold from 17½ to 19c. and during November 20 to 24c.

December brought freer receipts, and prices eased off to 17c. at the close.

This month there has been an increase in arrivals, and prices have steadily declined, closing unusually low.—N.Y. Journal of Commerce.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

THE Toronto Coffee and Spice Co. is putting spices on the market in ¼, ½, and 1-lb. metal-lined packages at only 2c. per lb. above the bulk price.

T. Kinnear & Co. have a carload of New Orleans molasses arriving in a few days.

Lady Charlotte, Knox's, Cox's and sheet gelatine in stock with the Davidson & Hay, Ltd.

The Eby Blain Co., Ltd., report the arrival of several lines of Ceylon, Young Hyson and Japan teas.

Clemes Bros. have in stock another carload of fancy "Date Palm" brand of California navel oranges.

W. H. Gillard & Co. are offering their "Diamond" baking powder to the trade at the price of the ordinary article.

T. Kinnear & Co. say that they have in stock a full line of different sizes of Griffin & Skelly's brand of California prunes.

Hubbard's rusks are standard food for infants and invalids. Robert Greig & Co. report a further shipment in these sizes just to hand; 1-lb., 2-lb. and 4-lb. tins.

The Davidson & Hay, Ltd., have in stock "Fancy Crystal" evaporated apricots and peaches, packed in 25-lb. boxes. They have also on hand a full range of California prunes.

The Eby Blain Co., Ltd. are offering a full cream cheese to retail at 10c. a package, "Anchor" brand. This cheese is put up with attractive labels in cartoons 1 doz., and boxes 2 doz.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

H. P. Eckardt & Co. are offering good values in canned salmon.

The F. F. Dalley Co. say that their self-rising flours are growing more into popular favor than ever, and the sales so far this year have been phenomenal.

"Kolona" Ceylon tea has shown the largest sales last week since its introduction.

Robert Greig & Co. report a steadily growing demand for "Tryphosa," the new jelly powder.

H. P. Eckardt & Co. report a good demand for their "Ludella" Ceylon tea in lead packages.

The Davidson & Hay, Ltd. are offering this week a fine imported sardine, ¼'s, at a remarkably low figure.

The Davidson & Hay, Ltd. announce that they are quoting figs in mats, taps and 25-lb. boxes at exceptionally low prices.

The past year was the largest in the history of "Crown" brand extracts. The trade in these goods has multiplied many times.

T. A. Lytle & Co., manufacturers of vinegar, pickles, jams, jellies, marmalade and sauces, find that January trade is quite up to their expectations.

The Eby, Blain Co., Ltd., are making a special drive this month in California evaporated fruit, consisting of apricots, peaches, egg plums, silver prunes and pitted plums, in bags and boxes.

In Japan teas W. H. Gillard & Co. have a fine range, and in anticipation of the rising market and the possible imposition of a duty on teas, they ask the trade to compare their values with others.

COMPULSORY HALF HOLIDAY.

A deputation representing the Lord's Day Alliance waited upon the Ontario Government on Tuesday afternoon to urge legislation for a compulsory half-day's holiday each week in all shops throughout the province.

The proposals submitted by the Alliance were as follows :

1. All shops shall be closed in each week on the afternoon of one working day at the hour of 1 o'clock, with such exceptions as are necessary in the public interest, such as the cases of drug stores and restaurants at all times, and butcher shops during the months of June, July, August and September.

2. In the absence of a municipal bylaw appointing another day the closing day shall be Saturday.

3. In each municipality the municipal council shall have power by bylaw to appoint another day instead of Saturday.

4. All shop assistants in excepted shops shall have a half-holiday from one o'clock on some working day of the week.

5. When a public holiday occurs in any week, it shall be sufficient to close shops on such holiday instead of the closing day.

6. All shops may remain open on the afternoon of the working day next preceding Christmas Day, New Year's Day, and other public holidays, although such working day may be the day appointed for closing.

7. All shops, except drug stores, shall be closed on Saturday evenings at nine o'clock.

LAW AGAINST TRADE ABUSES.

A BILL is now being introduced in Germany, which, if passed in the United States, would have some effect upon the methods of department stores.

The sketch of a bill against unfair competition was published some time ago by the Imperial Government, early publication being given it that there might be full time for discussion among those concerned.

It aims at a number of trade abuses which are indigenous to no particular country. In this country, however, only a few of the unfair means of competition as covered by the bill are deemed misdemeanors of sufficient magnitude to be punishable by law, by fine or imprisonment. What is proposed in Germany? The bill prescribes that a motion to put a stop to an advertisement which contains mis-statements as to price, mode of manufacture, etc., may be made by any tradesman or corporation engaged in a similar mercantile pursuit. Damages can also be claimed, and, if false statements have been made intentionally, a fine can be imposed. Upon a repetition of the offence the guilty party can be imprisoned.

Other abuses are treated by similar drastic measures. A merchant whose trade or credit is injured by statements of a competitor that are proved untrue can obtain damages, and, if guilty intent is found, the offender may be heavily fined. Another provision covers the same ground that our copyright laws do as to trade marks, with additional restrictions in regard to the use in any way of a name of a firm so as to cause evil. The bill also proposes to grant to the Federal Council the right of discussing the quantity of any particular commodity that shall be sold or offered, and that the same shall be indicated on the wrapper. Furthermore, a fine or imprisonment awaits him who unlawfully communicates any factory or business secrets ; and to incite another to transgress against this regulation is also a punishable offence.—Retail Grocers' Advocate.

YOUNG MEN, WORK.

Bob Burdette rang the bell when he said : "There are young men who do not work, young men who make a living by sucking the end of a cane ; whose entire mental development is insufficient to tell them which side of a postage stamp to lick ; young men who can tie a necktie in eleven different knots and never lay a wrinkle in it, and then would get into a West Hill street car to go to Chicago ; who can spend more money in a day than you can earn in a month, and who will go to the sheriff's to buy a postal card, and apply at the office of the street commissioner for a marriage license. But the world is not proud of them. It does not know their name, even ; it simply speaks of them as old Soanso's boys. Nobody likes them, nobody hates them ; the great, busy world doesn't even know they are there, and at the great day of resurrection, if they do not appear at the sound of the trumpet, and they certainly will not unless somebody tells them what it is for and what to do, I don't think Gabriel will miss them or notice their absence, and they will not be sent for nor disturbed. Things will go on just as well without them."

BOARDS OF TRADE.

WATERLOO BOARD.

The Waterloo Board of Trade has elected these new officers : President, Mr. W. H. Riddell ; vice-president, Mr. Jacob Stroh, secretary-treasurer, Mr. A. B. McBride. A banquet will be held.

FREDERICTON BOARD.

The Fredericton Board of Trade has elected the following officers for the present year: President, Wm. Lemont ; vice-president, A H. Randolf ; secretary, James W. McCready ; treasurer, C. F. Chestnut.

TORONTO BOARD.

Nominations took place at the Toronto Board of Trade on Tuesday. Four of the officers were elected by acclamation, viz.: President, Edward Gurney ; first vice-president, Elias Rogers ; second vice-president, A. E. Kemp ; treasurer, D. W. Alexander.

These gentlemen were placed in nomination :

Council, fifteen members to be elected—William Christie, J. L. Spink, W. G. Gooderham, J. H. G. Hagarty, J. Carrick, J. Herbert Mason, Hugh Neilson, D. A. Rose, George Keith, E. B. Osler, W. D. Matthews, D. R. Wilkie, E. W. Cox, M. C. Ellis, Stapleton Caldecott, John Flett, J. F. Ellis and H. N. Baird.

Board of Arbitration, twelve members to be elected—Thomas Flynn, James Brandon, J. D. Laidlaw, George A. Chapman, William Cook, C. W. Baird, J. H. Sproule, Hedley Shaw, D. O. Ellis, R. S. Baird, Noel Marshall, J. E. Pearen (Brampton), C. Good, J. J. Higman and William Ross (Port Perry).

Representatives on the Harbor Commission, two to be elected—Thos. Davies, W. A. Geddes, Capt. Crangle, Wm. Galbraith, Alexander Nairn and R. W. Elliot.

Industrial Exhibition representatives, three to be elected—J. L. Coffee, Thomas H. Lee, Andrew Gunn, W. B. Hamilton and George A. Chapman.

The following gentlemen were appointed scrutineers of the vote to be taken on Tuesday, Jan. 26—Walter S. Lee, George McMurrich, C. B. Watts and H. C. Dixon.

"NO PENNIES SHORT."

EVERY reader of The Grocery World will be interested in learning how one grocer in Philadelphia, whose store is located near the centre of the city, succeeded in breaking some of his customers of a habit peculiar to the locality in which his place is situated. This grocer is a fairly progressive man, sells for cash only, and by his industry has built up a very good patronage in the neighborhood.

Not long ago his customers were surprised to see a large sign tacked upon the wall of his store, which contained the following in bold, black letters : "No Pennies Short." Ween questioned as to the meaning of the sign by a representative of The Grocery World, the grocer said :

"That means just what it says, no pennies short, I'll tell you why I put it up. Many of my customers used to come in here, and, after making a purchase, find that they were a few cents short of the amount they would buy. For instance, if two or three articles come to 84c., they would give me 80c., and say that they would pay the rest the next time they called. Now, I do a strictly cash business, buy for cash and sell my goods at a close margin, and the 3 or 4c. owing to me would often mean my profit. I also found that a great many took advantage of the fact that they owed me a few cents to try and start a credit account. Well, that's just what I didn't want, and I made up my mind to stop the 'penny-short' business at once. Even some of my best customers fell into this habit of giving short change, as you might call it. They would order goods to be sent to the house, and when the boy delivered them they would give him the amount less a few cents, and would tell the boy to say they would pay the amount the next time they called at the store. Well, they would forget about it, and I didn't like to say anything, and then sometimes I would forget it, and so the amount was lost. It seems a little thing, but in the course of a year it counts up, I tell you. Why, you wouldn't believe that I have saved nearly $5 a week since I put up that sign. It's a fact, and I should have done it long ago. Little leaks sink the ship, you know, and you have got to watch the pennies if you want to make money these days.—H. F. G., in Grocery World.

MUNRO & CO.'S FAILURE.

The creditors of N. Munro & Co., grocers, Wellesley street, Toronto, met on Tuesday in the office of Geo. Clay. The statement showed liabilities of $11,500 and assets under $5,000. Mr. W. P. Munro, father of the insolvent, is the principal creditor. It was decided to wind up the business and sell the stock by tender.

SPECIALISTS.

We have said enough about TEAS for some time, in our last ad. in THE CANADIAN GROCER.

Our tea trade is fully in proportion with the **MAGNITUDE** of our general grocery business.

Now that you know it, we will not weary you with **TEDIOUS** advertising on TEAS, TEAS and.....TEAS.

We can make a profit on anything we sell you, although our figures are the lowest current. It need not be TEAS, TEAS and.....TEAS.

We esteem your tea trade very much indeed, but appreciate none the less your orders for Groceries of any description and Wines of all kinds.

We don't proclaim that we make a SPECIALTY of TEAS, TEAS and .....TEAS, but we sell them all the same and sell them right. We sell more than many so-called tea Specialists.

We find that the country is invaded by those Specialists, who can talk nothing else but TEAS, TEAS and.....TEAS.

We have all more or less our "little experience" with Specialists, and can testify that as a rule they do not condescend to low figures. Tea is an article on which no comparison in value can be established without samples, but you need no samples to compare **THESE PRICES:**

250 doz. Batger's "Nonpareil" Table Jellies, ½ pints, all flavors - -	$0.50
Batty & Co's Crown Pickles, pints -	2.75
CASES OF 3 DOZ. WHITE ONIONS, CHOW, MIXED.	
Stephens' Mixed Pickles, pints, cases 3 doz. -	1.50
MacUrquarht & Co. Worcestershire Sauce, ½ pints, cases 3 doz. - - -	1.75
Shrewsbury Tomato Ketchup, pints. cases 2 doz.	3.50

Hudon, Hebert & Cie.

MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

THE wholesale trade is by no means active, but it is gradually improving. Teas are still receiving the most attention, both from wholesalers and retailers. Sugar is quiet and the cutting of prices appears to be breaking out a little more vigorously again among the wholesalers. The outside sugar markets are a little easier. Wholesalers report a fair demand for green coffees. Canned goods are quiet, with the tone of the market in regard to tomatoes and peas stronger rather than otherwise. Currants in the primary market continue to gather strength. Other lines are quiet and uninteresting. In spices the feature is an easier feeling in regard to ginger and pepper in the primary market. Payments are on the whole fair.

CANNED GOODS.

The packers at their meeting held a few days ago practically decided to curtail the output during the ensuing season. This has helped to strengthen the position. The packers are wisely not pushing their wares, believing that the next few months will see higher prices ruling for at least tomatoes and peas. The wholesalers share this belief with them, but they are not making any purchases. Some of the packers have advanced their views on tomatoes to 75c. per dozen. Canned salmon is quiet and unchanged. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, $1.15 to $1.30; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.37½ to $1.40; "Maple Leaf," $1.37½ to $1.40; Lowe Inlet, $1.30 to $1.35, in tall tins; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.20 to $2.40 for tall tins; flats, $2.85 to $2.90; Canadian canned beef, 1's, $1.20 to $1.35; 2's, $2.30 to $2.50; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

The outside markets are quiet and steady. Locally there is a fairly good demand for green Rio coffees. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Quiet and unchanged. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The outside markets are a little lower on New Orleans molasses, particularly medium grades. Locally there is nothing new to note. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The sugar market is on the whole dull and easy. At the close of last week beets advanced ¼d., but on Monday this gain was lost, and the cables reported the tendency of prices downward. In New York at the close of last week Nos. 1 and 2 refined advanced 1-16c., but on Tuesday all grades of hard sugar were reduced 1-8c. and Nos. 1 and 2 declined 1-16c. One of the Canadian refineries is trying to get an advance of 1-16c. on yellow sugars, but generally speaking prices are unchanged. Business, if anything, is a little better on country account, but the output is still light. Wholesalers' quotations for granulated are unchanged at 4 to 4.10c., and yellows range from 3.30 to 3.75c. per lb.

Willett & Gray's weekly summary of the statistical position shows stocks in the United States and Cuba together of 276,291 tons, against 269,918 tons last week and 229,692 tons last year, a plus of 46,599 tons over last year. Stocks in Europe, 2,315,900 tons, against 2,295,200 tons last week, and 2,275,951 tons last year. Total stocks of Europe and America, 2,592,191 tons, against 2,565,118 tons last week and 2,505,643 tons last year at the same uneven dates. The excess of stock is now 86,548 tons, against

BUTTER TUBS
Best White Spruce
We are booking orders for Spring delivery, at special rates.
Write us
WALTER WOODS & CO.
HAMILTON
Brooms, Brushes, Paper, Twines
Grocers' Sundries

MEADOW SWEET CHEESE . . .
Put up in 3½ and 7 oz. packages, and in 8½ oz. white pots. Stylishly packed. Quality unequalled. Quick seller, good profits and perfect satisfaction.
Address . . .
Meadow Sweet Cheese Co.
Box 2321, Montreal.

INCREASE . . .
117 PER CENT.
OVER LAST YEAR.
"SALADA"
CEYLON TEA
has had the above phenomenal increase during 1896. We propose that it will increase 200 per cent. during 1897.
DO YOU want to sail with us? If so, drop us a line at
25 Front St. East - - TORONTO
318 St. Paul St. - - - MONTREAL
15 Niagara St. - - - BUFFALO

If your customers say

SURPRISE SOAP

is the best Soap, the most economical to use, and want it, why don't you give it to them? most likely you do—it's business,

It pays to do it!

A satisfied customer brings you more money than one whose wants are ignored and overlooked.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

an excess of 51,227 tons last week, and a deficiency of 6,733 tons December 31, 1896.

SPICES.

Business is quiet and prices unchanged. Pepper is a little firmer. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

NUTS.

Sicily shelled almonds are a little firmer in the outside markets. Locally, there is nothing new to note in nuts of any kind. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; hickory nuts, $1.50 to $2 per bushel; Canadian walnuts, $1 per bushel.

RICE, TAPIOCA, ETC.

Mail advices received in Toronto from Japan state that rice there has advanced equal to about ¼c. per lb. We quote: Rice, Standard "B," 3⅜ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

There have been a few transactions in Japan teas during the past week in cases where holders were prepared to modify their views a little as to price. There have also been some transactions for shipment to the United States in these teas. Several lines of China black teas have been sold during the past week, the value shown being unusually good. Desirable green teas are scarce. Future shipments of these teas will be of late pickings, and will consequently be of poor quality. A fair trade is being done in Indian and Ceylon teas, chiefly in low grades. Ruling prices on the Toronto market to retailers are: Young Hyson, 21 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Private cables from Patras indicate a continuance of firmness in the currant market. A cable received on Monday noted an advance of 1s. from the lowest point recently touched. This advance is probably the same noted in last week's GROCER, as transactions are upon the basis of last week's advance. We quote: Provincials, 4⅛ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; Patras, 5 to 5⅛c. in bbls., 5 to 5⅛c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

Malaga raisins are in much the same uninteresting condition as before. We quote as follows: Blue baskets, $2.25 to $3.50; Dehesa clusters, $3.50 to $4; Non Plus Ultra, $6; Imperial bunches, $5.75 to $6; Imperial Russian clusters, $5 to $5.50.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are dull. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Dates are only receiving moderate attention. We quote 7 to 7½c. for Hallowee and 6½ to 6¾c. for cheaper grades.

California evaporated fruits continue quiet,

BUTTER, EGGS & POULTRY

Quick Sales and Prompt Returns

Graham, McLean & Co.
Produce Commission Merchants
77 Golborne St. TORONTO.

The World's Best

must be good, safe and profitable enough for every Grocer to handle.
COTTAMS BIRD SEED
occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

Canadian Manufacturers & Importers . . .

WINNIPEG

Is the trade centre of Northwestern Canada. Look up trade here. Write me with samples and prices.

E. NICHOLSON
Successor to W. F. Henderson & Co.
Wholesale Commission Merchants
ESTABLISHED 1882
JOBBING TRADE ONLY SUPPLIED.

J. F. ROGERS
16, 18 and 20 FRANCIS STREET TORONTO
PORK PACKER, Etc., Etc.
Importer and dealer in best brands of
English Sheeps' Casings
AND
American Hogs' Casings
MANUFACTURER OF
BOLOGNAS, ETC., ETC.
Kettle-rendered Lard of best quality.
..Preservatives and Seasonings a specialty..

Direct Importers
ORANGES
LEMONS
DATES
FIGS
NUTS
FRUIT
You should GET OUR PRICES before placing your orders.
CLEMES BROS., = Toronto

but an improvement is looked for shortly. We quote: Peaches, 6 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 8½c.; egg plums, 5½ to 11c.; silver prunes, 5½ to 13½c. There is some of last season's fruit on the market.

Prunes are still neglected. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California,, 90 to 100's, 6½c. per lb.; 30 to 40's, 11½c.

GREEN FRUIT.

The green fruit trade is still enjoying its seasonable quietude. Both lemons and oranges are easier. Stocks of Almeria grapes are light, and it is not likely that further shipments will be brought on. Grape fruit is in good supply, but the demand is light. There is still an export demand for onions. Cranberries are dull. We quote: Oranges — Jamaicas, $3.50 to $3.75 per box; ditto, barrels, $7; Valencias, ordinary, 420's, $3.50 to $4 per case; large, 420's, $5 to $5.25; 714's, $4 to $4.25 per case; Mexicans, $3.25 to $3.50 per box; California navels, $3.75 to $4. Lemons — Messinas and Palermos, $2.25 to $2.50 per box for choice to fancy; cocoanuts, $3.75 a sack and 60c. per doz.; apples, $1 to $1.25 per bbl. for red fruit or greenings, and 75c. for ordinary; onions, $1 per 80 lb. bag for Danvers and $1 per crate for Spanish; cranberries, $7 per bbl. for Jerseys; $4 to $5 for Canadians and Nova Scotians; cases, $2 to $2.50; bananas, $1.50; Almeria grapes, $5 to $7.

BUTTER AND CHEESE.

BUTTER—There is no improvement. Receipts are perhaps not as heavy as they were, but they are still large, while the enquiry is poor. Choice butter is still a proportionately scarce article. We quote: Dairy butter—Tubs, 12 to 13c. for good to choice; low-grade to medium, 8 to 10c.; pails and crocks, 12 to 13c.; large rolls, 11 to 12c.; pound prints, 11 to 13c. Creamery —Tubs, 18 to 19c.; 1-lb., blocks, 18 to 20c., according to make.

CHEESE—The market is 1s. dearer in England, and the feeling locally is stronger in consequence. Some holders are asking as high as 11c. outside for late makes, but purchases can be made at 10 to 10¼c. delivered. Locally the demand is light with late makes quoted in a jobbing way at 10½ to 11c.

COUNTRY PRODUCE.

BEANS—Dull and unchanged. We quote

Bright & Johnston
Wholesale Fruit Importers and Commission Merchants.
Consignments Solicited. . .
140 Princess St.
Market Square
WINNIPEG

MORROW & EWING
General Commission Merchants
13 St. John St., MONTREAL
We beg to notify the Wholesale Grocery Trade that we have to offer best values in
Rio, Santos, Maracaibo and Mocha Coffees
also have on hand full lines of
Japan, Congou, Indian, Ceylon and Gunpowder Teas
Samples and particulars on app cation.
Wholesale supplied only.

"SHIPPERS ATTENTION"
Reference—Bradstreet's.
Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.
Established 1892.
Rutherford, Marshall & Co.
General Produce and Commission Merchants
62 FRONT ST. EAST - TORONTO.

JAPAN JAVA
MOUNT ROYAL
RICE
MILLS BRAND
PATNA BURMAH
D. W. Ross Co., Agents.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & CO HALIFAX, N.S. ESTABLISHED 1844
IS THE BEST.
ASK FOR
MOTT'S

G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**
42 SCOTT St TORONTO.

YOU CAN'T AFFORD TO BE WITHOUT THEM. NOW IS THE TIME TO ORDER

McLAUCHLAN'S SODAS ALWAYS FRESH AND CRISP.

Jas. McLauchlan & Sons Biscuit Manufacturers Owen Sound.

50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

DRIED APPLES—Are dull and jobbers are quoting 2c. for ordinary and 2½c. for selected stock.

EVAPORATED APPLES — Deliveries are more liberal, but the demand is light. Jobbers quote 3½ to 4c per lb.

EGGS—The market is easier. New laid eggs have been coming in more freely during the past week and fresh gathered are accumulating. The demand is good for new laid, but other kinds are not wanted. We quote: Limed, 13 to 14c.; fresh gathered, 15 to 16c.; new-laid, 17 to 18c.

POTATOES—The market is still dull. On track carload lots are quoted at 25 to 28c. and wagon loads are quoted at 35c.

POULTRY—Receipts are light, and as a result poultry is rather scarce. Prices are higher. We quote: Chickens, 30 to 60c. per pair; turkeys, 7 to 8c.; geese, 6 to 7c.; ducks, 50 to 70c.

HONEY—The demand is just moderate. We quote: Comb, 7 to 8c. for dark and 9 to 10c. for light; strained, 7 to 8c. per lb. for amber and 9c. for clover.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN — Receipts are moderate. We quote: Wheat, 87 to 87½c. for white and 86 to 86½c. for red, and 67 to 68c. for goose; oats, 21½ to 23c.; peas, 43 to 44c.

FLOUR—Business continues quiet, with prices a little easier. We quote in carloads on track, Toronto: Manitoba patents, $5.30; Manitoba strong bakers', $4.90; Ontario patents, $4.75 to $5.15; straight roller, $4.15, Toronto freights.

BREAKFAST FOODS—Only a moderate demand is being experienced. We quote: Standard oatmeal and rolled oats, $3.15 in bags and $3.25 in bbls.; rolled wheat, $2.70 in 100-lb. bbls.; cornmeal, $2.40 to $2.50; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH AND OYSTERS.

Trade in fish and oysters is still quiet. We quote: White fish 7½c.; trout, 7c.; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.25 to $2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.10 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 7c.; sea herring, $1 to $1.25 per 100; smelts, 7 to 10c. Oysters are quoted at $1.25 for standards, and $1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

The demand for provisions is still light. Deliveries of dressed hogs are liberal with prices easy. Packers are paying $4 to $4.50 for carload lots of heavy hogs, and $5 for light weights.

DRY SALTED MEATS—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9½ to 10c.; medium, 15 to 20 lbs., 10½c.; small hams, 11c.; backs, 9½ to 10c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 7c.; tubs, 7¼c.; pails, 7½c.

BARREL PORK—Canadian heavy mess, $12 to $12.50; Canadian short-cut, $12.50 to $13; clear shoulder mess, $10 to $10.50.

SEEDS.

Alsike is moving a little more freely this week, but at prices a trifle lower than before. Only an occasional small lot of timothy is being offered. A few lots of red clover are being offered, but the quality is disappointing. We quote: Alsike, $3 to $4.50 per bushel for ordinary to choice and $4.75 to $5 for strictly fancy; timothy, $1.10 to $1.40 per bushel; red clover, $3 to $4.25 for strictly prime to choice, and $4.50 to $4.75 for seed free from mixtures.

SALT.

Business continues fairly good at unchanged prices. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PETROLEUM.

There is still a good trade being done. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Eggs are easier.

Sugar is easier in the outside markets. New York declined ⅛c. on hard sugars.

Further lots of Japan tea have during the past week been taken for shipment to the United States.

A cable received by W. G. A. Lambe & Co. on Monday notes an advance of 1s. in currants at Patras.

A new brand of California navel oranges is being offered for the first time on the Toronto market. It is called the "Arlington Heights" brand.

QUEBEC MARKETS.

MONTREAL, JAN. 21, 1897.

GROCERIES.

THE week has not developed any radical change in the grocery market, business ruling quiet on the whole. Refiners have, it is claimed, shaded values on sugar in some cases in an endeavor to induce business, but with little result. Jobbing prices are unchanged, however. Syrups continue easy, while the firm feeling in molasses is unabated though demand is dull. Spices are held firm, and coffee and rice are as last noted. Jobbers have been

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The finest Sockeye Salmon
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The finest Tea for the money
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Cases 50 lbs. blk. and mxd.,
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"Anchor" brand CREAM CHEESE

Handsomely put up.

The finest goods in
the market.

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Wholesale Importing
and Manufacturing Grocers

Toronto, = Canada.

placing import orders for teas, but the distributive demand is not active. Dried fruits are quiet on the whole, and stocks in jobbers' hands are extremely light. So much so in fact that they have been compelled to purchase additional supplies to meet the small orders which they are receiving. Small sizes of California prunes have been received during the week, but they have not affected values on the larger sizes. Currants are cabled firm, but there is sufficient stock to go round here, and no immediate change is looked for. Canned goods continue as they were, and there has been no change in fish or produce of a quotable kind except the advance in cheese and butter.

SUGAR.

There has been little change in the sugar market during the week except a somewhat easier feeling manifested at the refineries owing to the difficulty of inducing demand. On this account it is claimed that prices have been shaded to jobbers, but the spot basis is unchanged at 4 to 4⅛c. for granulated and 3¼ to 3¾c. for yellows, as to grade. In New York the raw sugar market has been quiet, while the position on refined is reported easier.

SYRUPS.

Demand for syrup continues of a limited character, although prices are low. Sales are confined to the merest hand-to-mouth lots at 22 to 35c., as to grade.

MOLASSES.

The firm feeling in molasses continues, and, with diminishing stocks, values are reasonably certain of appreciation. Demand is not brisk this week, but the fact does not cause sellers any anxiety, as they feel certain that all the stock they have will be wanted before next spring. We quote Barbadoes 30 to 31c., as to quantity.

RICE.

There has been no change in the rice market. Business rules quiet but prices are firmly held. We quote: Crystal Japan, $5 to $5.25; standard B., $3.70; Patna, $4.75 to $5.25; Carolina, $6.75 to $7.75, and Java, $4 to $4.25.

SPICES.

The spice market continues firm and no fresh supplies could be replaced for the same money. In a jobbing way we quote: Pure black pepper, 10c.; pure white, 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

There is a quiet feeling in coffee, demand being confined to actual wants. Values generally are steady. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18 to 20½c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

The tea market has shown more activity recentiy, import orders having been placed for Ceylons to a considerable quantity, and the same applies to Japans. In a jobbing way trade is not particularly brisk. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There has been enquiry lately from jobbers for Valencia raisins, but they find it difficult to secure any except at an advance cost. As a result values are very firmly held on what little fruit there is remaining in jobbers' hands here. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins point upward, as holders on the Coast will not concede a fraction. We quote: 2-crown, 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Loose Malaga muscatels range from 7 to 7½c. for medium to 8 to 8½c. for high grades.

Sultana raisins continue steady at 7 to 12c. as to quality.

The firm feeling in currants abroad has not affected spot values. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.;

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The "Star Brand" Hams and Bacon cannot be excelled.

F. W. Fearman
HAMILTON

cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

There has been a fair enquiry for prunes. Some offers of California stock were made this week, but at firm prices. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

Figs continue quiet and unchanged at 9½ to 11c.

Dates are steady under a fair enquiry at 5 to 5½c.

Evaporated California fruits are unchanged. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c. as to brand.

NUTS.

There has been little doing in nuts. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoanuts, $5 per 100.

CANNED GOODS.

Both tomatoes and peaches continue firm, as noted last week. Otherwise there is nothing to report, We quote: Tomatoes, 75 to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, $2.75 to $3 for 3's, $1.75 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

There has been little improvement in the fish market since last report, business, on

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Figs and Dates. . . .
HUGH WALKER & SON
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the whole, being lifeless, while receipts of fresh fish have been rather in excess of the demand. We quote as follows: Labrador herrings, $4.75 per bbl.; No. 1 N.S., $3.75 to $4 per bbl., and $2.25 to $2.35 per half-bbl.; No. 1 draft green cod, $5 to $5.25; No. 1 do., $4.50; No. 2, $3.35 to $3.50; No. 1 green haddock, $3.50; No. 1 Lake trout, $3.90 to $4 per keg; No. 1 white fish, $5 per barrel; small Labrador salmon, $12.50 to $13; No. 1 B. C., $6 per half-bbl., and $12 per bbl. to arrive; No. 1 halibut, $7.50 to $8 per bbl.; tongues and sounds, $7.50, and salt eels, 4½ to 5c. per lb. Fresh tommycod, $1.25 to $1.40 per bbl,; haddock, 3¼ to 3½c.; frozen salmon, 11 to 12c.; halibut, 8c., and Manitoba pickerel, whitefish and trout, 6½c. per lb.; smoked haddies, 6 to 7c.; Yarmouth and Bay bloaters, 90c. per box; kippered herrings, $1.30 to $1.50; ciscoes, 75c. per basket of 100 fish, and medium smoked herring, 10 to 11c. per lb. Dried cod, $4 per cwt.; pollock, $1.90 to $2 per 100 lbs.; skinless cod, $4.50 to $5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb. Malpeques, $5 to $5.50 per bbl.; Buctouche, $4.50 to $5; Miramachi, $3 to $3.50, and ordinary, $2.50 per bbl.

GREEN FRUIT.

There has been little change in green fruit, and business during the week is extremely quiet. Jamaica oranges continue scarce and firm, while low offers on Valencias do not tempt buyers to any extent. We quote: California oranges, $4 to $4.50 per box; Florida oranges, $5 to $5.50 per box; Jamaica oranges, $7.50 to $8 per bbl.; Valencia oranges, $3.50 to $3.75 per box; lemons, $2 to $2.75 per box, and $5 per chest; cranberries, $2.50 o $5 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, $7.50 to $8.

APPLES.

The apple market continues quiet and unchanged under a moderate demand. We quote: No. 1, 90c. to $1.40; No. 2, 40 to 85c.

DRIED APPLES.

There is no improvement in these, prices ruling easy at 3 to 3½c. in small lots and 2½ to 3c. in a large way. Evaporated apples are quiet at 3¼ to 4¼c.

COUNTRY PRODUCE.

EGGS—The demand for eggs is limited and the market continues quiet and steady. Montreal limed and choice candled stock are selling at 14 to 14½c., Western limed at 13 to 13½c., and held fresh at 12 to 12½c. per dozen.

BEANS—In beans business is of a small jobbing character and prices are unchanged at 90 to 95c., with car lots offering at 80 to 85c.

POTATOES—The market for potatoes is quiet but steady at 35 to 40c. per bag in car lots, and 45 to 50c. in a small way.

POULTRY—There is no improvement in the poultry market, business being quiet and prices steady. The receipts of choice spring chickens and geese are light and well enquired for. Turkeys are selling at 8 to 8½c., spring chickens at 6½ to 7c., frozen stock at 3 to 5½c.; geese, choice, at 6 to 7c.; frozen, old, at 5 to 5½c., and ducks at 7½ to 8c. per lb.

PROVISIONS.

The provision market shows no signs of life, the demand being still of a hand-to-mouth character at about steady prices. New packed Canadian pork, $11 to $12; old at $10 to $10.50 per bbl.; pure Canadian lard, in pails, at 6½ to 7c., and compound, refined, at 5¼ to 5½c. per lb.; hams, 9 to 10c., and bacon, 8½ to 9½c. per lb. There was a good demand for light weight hogs, and as the offerings of these are small prices are firmly held at $5.25 per 100 lbs. in car lots, and at $5.50 to $5.75 in a jobbing way. On the other hand heavy hogs are plentiful, and a further decline in prices has taken place, with recent sales of car lots at $4.60 to $4.75 per 100 lbs., and in a jobbing way at $4.90 to $5.

FLOUR, AND MEAL.

The situation of the flour market is unchanged, business being very quiet and millers and dealers do not look for much improvement until sleighing throughout the country sets in. We quote: Winter wheat patents at $4.65 to $4.85; straight rollers, $4.25 to $4.40; and in bags, $2.10 to $2.15. Manitoba spring wheat, patents, $5.10 to $5.30; and strong bakers', $4.50 to $5.

The demand for meal is principally in small lots, and the market, on the whole, is quiet and easy, in fact, holders would shade present prices for car lots. We quote: Rolled oats at $3.30 to $3.40 per barrel and at $1.65 to $1.70 per bag.

There was no change in feed, sales being slow at $9.50 to $10 per ton for Manitoba bran, including bags, and at $9 to $9.25 for Ontario in bulk.

HAY.

The tone of the hay market was quiet and steady at $10.25 to $10.50 for No. 1, and at $9 to $9.25 for No. 2 per ton, in car lots.

CHEESE AND BUTTER.

Cheese has stiffened sharply since last week under an active export demand which has reduced the stocks here to very small dimensions. To-day no finest white cheese is obtainable under 11¼c. an advance of ½ to ¾c. over this time last week, while 10¾ to 10⅞c. is asked for colored.

Butter also is extremely firm, as both export and local enquiry has been good, while supplies of finest are light. None is available under 19½c., but the stock of under grades is in excess of the demand, and prices range down to 18c. in consequence.

MONTREAL NOTES.

The last direct shipment of Valencia raisins for Canada arrived at New York last week ex Cidonia.

Cables on raw beet sugar from London to-day were 1½d. lower, and granulated has declined ⅛c. in New York.

It is reported that local jobbers have placed import orders for Ceylon teas during the past week to the extent of 6,000 packages.

Receipts of the smaller sizes of California prunes arrived this week. They are now being offered by the jobbing trade at 6½c. for 90s. to 100s.

Last week we quoted in these notes net cast prices for Singapore and black pepper. The former should have read 5d., not 5c., and the latter 3d., not 3c.

The Pabst Brewing Company, of Milwaukee, have opened a branch brewery in Canada for the convenience of the trade. The increasing demand for their lager forced them to take this step.

A small consignment of Valencia raisins was offered on this market this week. It was taken by jobbers at 5½c. for the selected off-stalk, and 6 to 6¼c. for the 4-crown layers net cash Montreal.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Jan. 21, 1897.

THE little snow we have lately had, and the colder weather, have aided business; but this is at best a quiet season. There is still great need for more snow to aid our lumbermen. Export business via St. John has been large this month. The English steamers have had large cargoes. The merchants complain that collections are slow. Flour has ruled rather lower, but the decline is looked upon as only temporary. Cream of tartar is rather higher. In lobsters, the packing season has commenced. No doubt, owing to the high prices obtained this season, every effort will be made to make the pack a large one. The demand for frozen fish keeps quiet, and arrivals are small. As an example of the mild weather we have had, it might be noted that a car of apples went from Kentville, N.S., to Charlottetown without a heated car, and arrived without injury from frost.

OIL — Market remains as last week. Movement in burning oil is limited, while in

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The GENUINE always bear this Keystone trade-mark

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lubricating the movement has not yet commenced. But it is to this line that dealers are turning their attention, and travelers are active, endeavoring to make contracts. We quote: Best American, 19½c.; best Canadian, 18¼c.; prime, 16c.

SALT—The last Liverpool steamer had 2,498 sacks salt. There is also a vessel with about 6,000 bags daily expected. Outside points, to which shipments are made, are well supplied for some time to come, and the demand is quiet, so that a quantity of that arriving will have to be put in store. There is no doubt salt could be bought low, to be shipped direct from the sailing vessel when she arrives. We quote: Coarse, 48 to 50c., factory-filled, 90c. to $1: 5-lb. bags in bbls., $3.25; 10-lb. bags, in bbls., $3; butter and cheese salt, bulk, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, $2 per case of 2 doz.; Canadian fine, $1.

CANNED GOODS—There is among the wholesale dealers a feeling to advance prices slightly, particularly tomatoes. It also looks as if peas would command higher figures. Corn shows no change. It might also be said there are no lobsters. Salmon seem plentiful, but there is no demand. It is rather early for oysters. Fruits have a rather better movement, but in all lines there is very little sale. Retailers continue to sell corn, peas and tomatoes low. We quote: Corn, 65 to 70c.; peas, 75 to 80c.; tomatoes, 75 to 80c.; gallon apples, $1.80 to $1.90; corned beef, Canadian, $2.25 to $2.35; American, 2-lb. tins, $2.40 to $2.50; 1-lb. tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.34 to $1.45; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.90 to $2; pineapples, $2.25 to $2.75; salmon, $1.30 to $1.40; lobsters, $2.20; haddies, $1.25 to $1.30; clams, $5 for 4 doz.; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.; American peaches, 3's, $2.25.

GREEN FRUIT—In apples there is no movement, both retail and wholesale dealers reporting trade dull. Advices from the English market are rather better. In oranges, Valencias remain low, though there is a little firmer feeling. No change in price, is, however, expected. A few West India oranges arrived by last direct steamer, but not enough to affect the market. Very few California and fewer Floridas are here. In lemons there is no change. Grapes are about out of the market. We do not quote them this week. The dull sale for cranberries still continues. Lettuce is now to be seen. We quote: Lemons, $3 to $4; Valencia oranges, $3.25 to $4 per case; California oranges, $4.50 to $5; apples, $1 to $1.50 per bbl.; cranberries, Cape Cod, $5 to $6 per bbl.; bog cranberries, native, $3 to $5; pines, $1.50 per doz.

DRIED FRUIT—Another car of California raisins was sold here this week, this making two since the first of the year. As the price is high it is doubtful if this market will take any more this season. The Valencias have given even poorer satisfaction, so that the California raisin has strengthened its hold upon the market. The importation of California raisins this year to St. John has been about 9 cars. It would have been more but for the high price. Onions are higher with light stocks, but red onions will not bring within 75 cents the price of yellow, and will not sell freely at any price. Dates have quite a demand. There is still no demand for California dried and evaporated fruit. All prunes are dull. We quote: Valencias raisins, 5 to 6c.; layers, 6¾ to 7c.; California 3-crown L.M., 7½ to 7¾c.; 4-crown, 8¾ to 9c.; London layers, $1.75 to $2.00; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6 to 6½c.; prunes, 5½ to 6c.; California, 6 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4¾ to 5c.; onions, $2.25 to $2.50.

DAIRY PRODUCE—Butter is dull. The market is crowded with poor stock, which will not sell. This affects the demand and price for better grade. Case eggs show lighter demand, and price tends easier. Grocers prefer to pay higher prices for hennery stock. Cheese is small stock here, and everything points to higher prices. The local market is, however, not a large one. We quote: Dairy butter, 16 to 18c.; creamery, tubs, 20c.; prints, 20 to 22c. Cheese, 10½c. Eggs, 17 to 18c.

SUGAR—There is a fair movement, but prices are disappointing, and profits light. There is quite a proportion of Montreal sugars coming into this market. We quote: Granulated, 4 to 4⅛c.; yellows, 3¼ to 3½c.; Paris lump, 5¼ to 6c.; powdered, 5¾ to 6c.

MOLASSES—There is little new to say. New Orleans continues to arrive and gives good satisfaction. Stocks of all grades are light. Prices are firmer. New molasses is looked for early this season. It is not expected price will rule high. The sale of syrup in this market this winter is light. We quote : Barbadoes, 27 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to 28c. ; Antigua, 25 to 26c.; syrup, 36 to 38c.

FISH—The arrivals in all lines are light, even frozen fish. It is thought Lent coming so late will hurt the fish market. We this week quote fresh trout. They come here from Quebec. They are not allowed to be caught in New Brunswick at this season. Lobsters arrive more freely, but are small. Frozen cod are quoted rather lower. Herring show no change. Frozen herring show a great difference in quality. Smoked herring are rather firmer, with bloaters dull and kippered scarce. Frozen pollock are offered low, but seem to have little sale. Smelt are quite plentiful, but prices have ruled low this season. Pickled herring and dry cod show no change. We quote: Large cod, $3.25 to $3.50 ; medium, $2.75 to $3 ; pollock, $1.20 to $1.25 ; bay herring, $1.35 to $1.40 per half-bbl.; smoked, 6 to 7c.; shad, half-bbl., $5 to $5.50; boneless, 2½ to 8c.; frozen herring, 60 to 70c. per 100; bloaters, 60 to 70c. per box; kippered, 90 to $1 per box; Barrington herring, $3 to $3.25 per bbl.; Shelburne, $3.50 per bbl. Frozen cod, 2 to 2¼c. per lb.; pollock, 1¼c.

PROVISIONS—There is a fair trade doing. One of our curers of hams and bacon has a splendid trade with the neighboring States. getting regularly large orders from Boston, Lard shows no change, with good stock here. While barreled beef tends higher, there is no local change in price. Pork is low. Smoked meats are dull for the season. We quote: Clear pork, $13.50 to $14; mess, $13 to $13.50 ; plate beef, $12 to $13 ; hams, 10 to 11c. ; rolls, 7½ to 8c.; pure lard, tubs, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—Flour is rather lower, but chiefly Manitoba, which has ranged rather higher in proportion than Ontario. Ontario ground Manitoba flour is giving good satisfaction here, and is sold about 15c. under the Manitoba price. This cannot be said of all Ontario ground Manitobas, as many brands have no sale here. There is but little change in Ontario flour. Low grades are of small sale, and in strong bakers' there is no sale. Oatmeal remains easy, with but moderate sale. Oats are easy and move slowly. Cornmeal is again marked lower. This very much affects the sale of other feeds. Beans are low, and no upward movement at present. Barley is quite a little higher, but our merchants have made little change yet. We quote: Manitoba flour, $5.60 to $5.70; best Ontario, $5 to $5.10 ; medium, $4.70 to $4.80; oatmeal, $3.50 to $3.60 ; cornmeal, $1.80 to $1.90. middlings, $14 to $15 ; bran, $13.50 to $14 ; oats, 32 to 35c. ; hay, $11 to $12 ; barley, $3 to $3.10 ; round peas, $1.10 ; split peas, $3.10 to $3.25 ; beans, hand-picked, 95 to $1; prime, 90 to 95c.; yellow eye beans, $1.25 to $1.50 ; yellow buckwheat meal, $1.20 to $1.25; grey, $1.65 to $1.75.

ST. JOHN NOTES.

Barker & Co., retail grocers, who already have a branch at Moncton, have opened one in Chatham. Mr. Barker's motto is rush sales.

A train of thirteen cars of beef passed through St. John for Halifax this week.

I. J. Hessex, of Laurencetown, has this season shipped 10,000 rabbits. This is somewhat of a new industry.

Middleton merchants have taken a step in the right direction, having decided to close their stores at 6 o'clock three nights a week.

L. D. Shaffner has purchased the share of B. D. Neily in the firm of Neily & Kinney, Bridgetown, the name of the firm being changed to Shaffner & Kinney.

The Exhibition Association have decided to hold the regular Exhibition this fall as usual. We hope for the usual good support from our Upper Canadian friends.

Connor Bros., Black's Harbor, this week made a shipment of scallops to Bauld, Gibson & Co., Halifax. The sardines, clams, scallops, chowder and haddies packed by Connor Bros. have more than local reputation, finding a large demand from the west.

Chas. D. McAlpine, of St. John, has gone to the West Indies and will also visit some of the South American cities with the intention of publishing directories. He is also interested in the trade relations between the West Indies and the Maritime Provinces.

THE GROCER wishes to correct its remark about the time to be allowed the trustees to close the business of the late firm of Robinson & Co. The trustees are to close the business out as soon as possible to the best advantage, which at the longest is expected not to cover but a few months.

The 26th annual statement of the Merchants Bank of P.E. Island shows that half-yearly dividends at 8 per cent. per annum were paid during the year, and $10,000 transferred to rest account. The paid-up capital is $200,020, and the rest $50,000. Net profit for the year, $20,194.43 ; notes in circulation, $92,772. Total assets, $484,533.68.

The wholesale grocery business carried on by the late Vincent S. White, and which since his death has been carried on by the estate, is now being conducted under the style of Vincent S. White & Co. Mr. John Moore, who has been the successful manager of the business for a number of years, has been admitted a partner. This firm is extensively connected with the lumber interests of our provinces.

The fruit growers of Nova Scotia have about decided to take the following steps for their protection : To form a company with, say, $50,000 capital. They will erect warehouses at right centres for proper storage. They will be able to control shipments, that they may be made at right times. The quantity of apples to ship will enable them to get right rates of freight and to secure properly fitted steamers to ship in. They will also appoint agents in the English market for the exclusive handling of their shipments. It is thought that in having the exports controlled in this way and in doing away with so many middle men, to make the results to growers much more satisfactory than in the past.

VERY DIFFERENT.

He fixed a steely glare on the grocer and began :

"I bought a chicken of you, after asking you if it was a spring chicken and being informed by you that it was. It was so tough that it turned the edge of the carving knife."

"I did not tell you that it was a spring chicken," said the grocer. "You picked the fowl up and asked me if that was what I called a spring chicken, and I said it was what I called a spring chicken. If you had asked me direct if it really was a spring chicken, of course, my devotion to truth would have compelled me to admit that it was nothing of the kind." Cincinnati Enquirer.

A barrel of apples for a dozen of eggs was the ratio of exchange between those two commodities in Machias lately.—Kennebec Journal.

The sponge is an animal a little lower in order than a jelly-fish. It is "caught" alive, and cut open is much like a piece of raw beef. The part used for toilet purposes is only the skeleton, and this has to be bathed in Condy's fluid and acids, which bleach it ; it then passes through wringers, is dried on shelves of wire by hot air, and is then ready for sale.

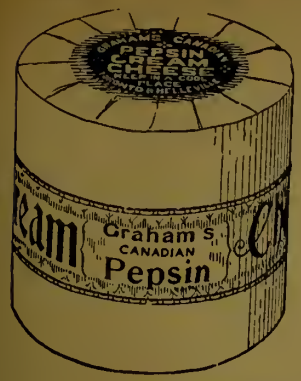
HANDY BUSINESS LIST . .
OF CANADIAN PAPERS

CANADIAN ADVERTISING AGENCY, TORONTO.

Your address, and send two three-cent stamps to pay postage.

Feathers!
We Buy Them

All grades ; Goose, Hen, Duck and Turkey; give the highest market price
AND PAY CASH
General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.
ALASKA FEATHER & DOWN CO.
290 Guy St., Montreal.



GRAHAM'S PEPSIN CHEESE STILL LEADS

Try it and be convinced.

Pure **APPLE JELLY** (unsweetened) for the following price during January only, viz. :—

In carload lots, 7 and 14 lb. pails ..... 3c. per lb. f.o.b. Kingsville, Ont.
In ton lots " " " ..... 3½c. " " " "
In smaller quantities, 7 and 14 lb. pails ..... 4c. " " " "

OUR MINCEMEAT IS HAVING A BIG SALE NOW

Don't forget our PURE CIDER VINEGAR at 10c. per gallon f.o.b. Belleville.

Toronto Office :
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R. J. GRAHAM
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FOR THE
Whitest
Lightest
and
Sweetest
Cakes

USE

Ocean Wave Baking Powder

Manufactured by the

Hamilton Coffee and Spice Co.

HAMILTON, ONT.

Last Week we told you that we were branching out in Several New Lines

HERE IS ONE OF THEM

We are putting up our Orient Spices in ¼'s, ½'s and 1-lb. metal lined packages at 2c. per lb. advance on our regular price for **Bulk Goods.**

FOR INSTANCE

Send Postal Card for Sample Package

Singapore B. Pepper in bulk ..... 10 cents
" " " ¼s., ½s. and 1-lb. pkgs. 12 "

ALL GROUND SPICES IN THE SAME WAY.

THE TORONTO COFFEE & SPICE CO. LTD.

H.H. SUYDAM. PRES. J.D. ROBERTS. VICE. PRES. J.A. WATSON. SEC.

SYSTEMATIC SAVING.

ONE of the principal reasons why so many persons in this country of high wages, and usually steady employment, are reduced to want when work stops is the neglect of systematic saving, writes Harry M. Royal, in Michigan Tradesman.

Not having been educated in the school of adversity, nor even that of economy, the life of the majority of American workingmen is essentially a hand-to-mouth existence, which means hunger and discouragement in times of depression, like that through which we have passed during the past three years.

Unfortunately, this is largely true of clerks and salesmen, whose natural efficiency has fitted them for positions of responsibility, but who so seldom succeed to an independent business of their own, because of their failure to accumulate by their own efforts sufficient means with which to start.

Their salaries would seem princely to many a common laborer, but still they often find it difficult to meet the ordinary expenses of life and maintain themselves and families in a style fitting to their position, as they are expected to do by their associates, the public, and even their employers.

Yet, with a view to provision for misfortune, to say nothing of preparation for bettering one's condition, it would seem that some sacrifices might be made to lay aside a regular monthly saving, which though small in itself, rapidly grows into a substantial sum and increases present satisfaction and future prospects of the owner. The clerk on a small salary would soon find himself the possessor of an amount which, at the start, would be considered a very comfortable "nest egg."

Time is so short—after it has passed—that one often wonders where the year has gone, and there is scarcely a reader of The Tradesman, working on a salary, but will in his own mind admit that he might have saved a portion of his monthly earnings for a series of years without much inconvenience, and not one who will deny that it would be a pleasure to contemplate the possession of the accumulation of five years, if even no larger sum than $5 per month.

It is system that counts, in this as well as in the greater undertakings of life, if, indeed, there be a greater undertaking than that of preparing for misfortunes which may come, or getting ready to launch upon the sea of business with capital of one's own saving.

There are banks in nearly every town, as well as in the cities, which pay interest on time deposits of even small amounts, and local boards of reliable building and loan associations, and if there be none it is easy to remit the monthly instalment to the home office. The clerk having an employer who is in every way responsible could, no doubt, arrange to leave a portion of his wages until the end of the year, when he might draw it in a lump sum for deposit in a convenient bank or investment in paying securities on good real estate.

The essential idea is that there shall be a systematic plan for the regular saving of some portion of the earnings; and if the future plans of the saver have been formed working in that direction, and keeping the money well in hand for use to the best advantage when the proper time arrives, the results, needless to say, will be satisfactory.

HERRING AND LOBSTERS.

It is a matter of common knowledge that the herring fishery, which was once a very profitable source of revenue to the people along the north shore of the Bay of Fundy, and especially around Pisarinco, has greatly decreased in recent years, says the "St John Telegraph." The lobsters along the coast are also much more scarce than they formerly were. While there are various theories to account for this falling off in two valuable branches of the fisheries in St John County, there is no positive knowledge as to the cause, and until there is such nothing in the nature of a remedy can be suggested.

While in Ottawa recently Colonel Tucker directed the attention of the Minister of Marine and Fisheries to the matter, and asked that steps be taken to have an inquiry into the subject, with a view to finding a remedy. At his request the Minister will arrange to have a thoroughly qualified expert sent to St. John to make a careful examination and inquiry into the past and present condition of the herring and lobster fisheries along the shore. By securing all the available information it is hoped that not only will the cause of the decline be made clear, but that in the light of this knowledge remedies will be found to restore these important local fisheries to their former flourishing state. If this can be done it will be good news for the fishermen all along the shore.

TRAVELERS' MUTUAL BENEFIT.

The Commercial Travelers' Mutual Benefit Society held its sixteenth annual meeting on Saturday. Mr. R. Crean, president, was in the chair. A large number of prominent members, who take an active interest in the progress of the society, were present, and an animated discussion occurred over the report of the Board of Management, which was considered eminently satisfactory and adopted unanimously. The membership has been largely increased, and the great number of applications for insurance waiting to be passed by the board at the next meeting gives every assurance that still greater progress will be made in the current year. Three of the nine Toronto trustees retire each year, and an election resulted in the return of R. L. Patterson, S. R. Wickett and John Burns. The Board of Management for 1897 is composed as follows: President, Robert Crean; vice-president, T. M. Bayne; treasurer, Warring Kennedy; secretary, W. G. H. Lowe. Trustees —R. L. Patterson, S. R. Wickett, John Burns, Thos. Dunnet, Jos. Taylor, W. B. Dack, Hy. Goodman, J. A. Ross, H. Lamont. Trustees for outside places were elected by acclamation.

The wise grocer does not compete with Sugar, but looks and points with pride to the extra value of the

TEAS he offers

Our sales of Teas for 1896 were enormous, but we want 1897 to eclipse all past efforts. We will make it worth your while to help us break all past records.

INDIANS
CEYLONS
JAPANS
CHINAS
} All grades

T. B. ESCOTT & CO.
LONDON, ONT.

Our Guarantee

Is just this: "The finest ripe Tomatoes are used, and no other kind is allowed in the Cans. The greatest cleanliness is exercised. The Cans are perfect; no solder allowed on the inside. Each Can is good." Housewives will be quick to recognize these points. Those who used Canned Tomatoes before sparingly will now use them in quantities. Those who didn't use them, will now find no reason why they should not.

Selling "**KENT**" Tomatoes will increase your trade.

Agents . . .
Wright & Copp, Toronto.
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THE KENT CANNING CO.
CHATHAM, ONT.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a ***good thing?*** Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.
Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL

There's Nothing Sells Better

THAN

JAMS and JELLIES

At this season—but they must be good in quality and flavor. . . .

There're all right and sure to please the customer if made by

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

RIO COFFEE

EXTRA CHOICE SELECTION.

Now in store Ex. SS. Catania.

WARREN BROS. & CO.
85 and 87 Front St. East, Toronto.

KINCORA

CEYLON TEA

Is fast becoming one of the most popular package teas on the market.

JOHN SLOAN & CO.
Wholesale Agents
TORONTO

Holds the Record

"Excelsior Coffee"

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

TEAS...

Our Special Blends of

CHINA
CEYLON or
INDIAN

Send for Samples and Quotations.

PERKINS, INCE & CO.
TORONTO.

CANADA'S TRADE WITH NORWAY.

THE following, under date of December 18, 1896, are extracts from a report by Mr. C. E. Sontum, Canadian commercial agent at Christiania, Norway :

"In one of my previous reports I mentioned that a method had been invented and patented by which peat could be made into coal for general purposes, and that a company had been organized for this purpose. Since then the company has got so far as to be able to offer their product to the public. Besides for heating purposes the new coal has been tried for firing up steam boilers, and it is with very good results, although leaving a little more slag than good common coal ; however, this is of so little importance compared with the cheapness of the peat coal, that it will not have any effect on its future use for this purpose.

"It has also been tried by different gas works for manufacturing gas out of and proves to be very well adapted for this purpose, giving out even more gas to the ton than ordinary coal. The patent for making the peat coal is now offered for sale in a number of European countries, and, according to what I hear, large sums are being bid for the privileges. A Canadian mining and real estate firm, who had read my first report concerning the peat coal has written to me for information. I have caused a few sacks of the coal to be sent over to this firm in order that they may try it.

"For Canadian wood pulp manufacturers it may be of interest to learn that a Mr. Anderson, who is manager of the pulp factory in Tistedalen, not a great distance from Christiania, has invented a machine for cleaning off the bark of the wood by washing it off instead of planing it off as heretofore used. This is a great improvement, as in planing the bark off a good deal of wood goes with it. This invention is also patented in several countries and the patents already profitably sold. Where the machine is tried it is said to give very good results.

"For the information of Canadian shoe manufacturers, I will mention that American shoes are getting very popular here lately.

"It had previously been tried to introduce foot wear made in the United States, but without good results, as the shapes differ from what is commonly used here. It now looks as if people have changed their opinions, and the perfect-fitting American shoes find ready buyers. A short time ago a store was opened, where nothing but American shoes are sold, and this shows that the trade is beginning to get confidence in the future of these goods. I shall gladly answer enquiries from Canadian manufacturers in this line, who might wish to get into connection with reliable firms in the Scandinavian countries.

"I am pleased to state that trade during the last quarter has been very lively, and also that there is a marked improvement in the imports from Canada. Of rolled oats alone I have received since my last report eight carloads. I think this promises very well for the future of Canadian cereals on this market when it is taken into consideration that only a couple of years ago I had great difficulty in placing a single car load in the same time. From the same firm I have just received sample barrels of their Molina rolled wheat, flake barley, pot barley, Graham flour and 'Gold Dust' cornmeal, all of which are nice-looking goods, and I am going to see if these articles can be sold here, which I do not doubt as far as some of them are concerned, but it may take some time to get them introduced, as outside of pot barley and cornmeal they have not previously been offered here.

"Beside the company which we represent, there are now two or three other Canadian oatmeal mills represented here, and it is not small quantities of this article that arrive from Canada.

"I have had another shipment of cornflour in 1-lb. and ½-lb. packages. I have already had a couple of small shipments, which have given satisfaction, and I am in hopes that I will get their goods permanently introduced. Large quantities of this article are being imported from the United States.

"About three weeks ago I had the pleasure of cabling an order to an Ontario firm for 400 50-lb boxes of choice evaporated apples, which I have bought outright, and as I have these apples all placed on arrival, I think repeat orders will follow. Much will depend on how these 400 boxes will turn out and if the goods are nicely put up. From the same firm I received a short time ago a carload of fresh Baldwin apples ; but these were not at all satisfactory, being spotted to a great extent and not well enough assorted for this trade. The duty on fresh apples here is kr. 6.00 per bbl., or $1, which in itself is quite an item, and as the duty is the same whether the apples are poor or good, it will be understood that poor apples come unproportionally high. It is, therefore, out of the question to import anything but first-class fruit here, and this the Canadian importers should bear in mind. When people buy imported apples they expect to get good ones, and if they are satisfied with a lower grade apple, there are plenty of these to get of home production.

"I have just received a sample shipment of office desks and chairs and also school seats from an Ontario factory. Those to whom I have shown these desks are favorably impressed with the fine work and select materials employed in the manufacture, and there is no question that Canada can compete in this line as far as quality and workmanship is concerned. Another question is how prices will compare with those of the United States manufacturers. I am afraid the Canadian goods come somewhat higher, according to the quotations I now have.

"Since my last report I have received several orders for Canadian-made 'hot water' and 'steam' radiators. From the tests which have been made with the radiators already received very good results are obtained, and I think business in this line will increase. At present we have three orders floating and are promised a $1,000 order in a few days.

"I have been corresponding with several Canadian flour mills lately and from two of them I am now in receipt of reply that they will be in a position to offer wheat flour after Jan. 1st, 1897.

"A great deal of butter is being imported from the United States. Should there be any Canadian exporters who would like to test this market I shall be glad to be of assistance to them in getting into the right connections. Only natural butter can be imported here to advantage.

"Some time ago I received a letter from the Norwegian Department of the Interior with enquiry about what knowledge I possibly might have in regard to commercial museums, and what I might have seen of the same during my travels in Canada and the United States as Commercial Commissioner for the Norwegian Government in 1893 and 1894. Under separate cover I have the honor of forwarding a copy of one of our leading newspapers, which contains an account of my answer to the Government. You will notice that in the latter part of same I mention the constantly increasing exports from Canada."

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

HOW TO COMPETE WITH THE BANANA PEDLAR.

A CORRESPONDENT of Ohio Merchant gives the following as his experience in competing with the banana pedlar: "A local store that is dependent for trade upon the good people of the neighborhood experiences sharp competition from these traveling venders of fruit. They come to the doors of our customers with baskets on their shoulders, hand carts and wagons, and they undersell us in spite of ourselves. Therefore, to answer the above question I have adopted a method which has been useful to me, and if it will be of any benefit to my fellow-laborers in the grocery line they are welcome to it. In the first place, to sell bananas cheap you cannot buy the fanciest fruit, for that means a fancy selling price. Get a good medium-ripened, fat fruit. Of course, the outside ones will not all look nice and yellow. Some will be black from various causes, and some bruised and unsightly. I take all these off the tree and place them in a bowl on the counter. This bowl is trimmed up a little so as to draw attention and is always in the same place on the counter. It is the recipient of all the fruit that is slow selling. These have to go at cost price, or a little above cost price, generally the latter. These are the ones I push for a certain class of customers. Of course, as you may well imagine, the customer will look and see what is in the bowl and then at the tree. Those remaining on the tree are nice to look upon, and they cost more than those in the bowl, so you pay your money and you take your choice. The unsightly ones are not allowed to remain long on the tree, but are removed as fast as they become over-ripe and over-stocked. As to the small ones on top, some of these go to the little customers and before they are aware of it they have one or two according to the supply in their hands. Then watch and see the happiness in those eyes. The biblical injunction to cast your bread on the waters is well illustrated and is a good object lesson to him that practises it. And that isn't all. These little customers will call for other things, and tell their friends all about it, too. This will give you a reputation that's worth something and goes a good way to counteract the influence of cheap hucksters and dagos with baskets on their shoulders. I believe by this method I have increased my banana trade and have also experienced pay and other good results."

THE TWINS SAVED HIM.

A LONDON paper salesman, whom I will call Mr. Stickey, got into difficulties some years ago and failed. The creditors appointed one of their number to examine Stickey's accounts and prepare a statement of affairs. This was done, and a meeting took place, with Mr. Tommy in the chair.

During the meeting the liquidator handed the chairman a series of questions for Stickey to answer. Among others he was asked, "Is it true that you have recently bought a piano for £40?" "Yes," replied Stickey. "Is it true that your wife keeps a baker's shop?" "Yes," said the bankrupt again. "There is one more question," said the chairman, adjusting his eye-glasses, "Is it true that Mrs. Stickey has just had twins?" "Yes, yes, yes," replied the proud father triumphantly.

After the laughter had subsided, the chairman suggested to the meeting an adjournment while they visited the happy home, made an inspection of the twins, and sampled the buns to the accompaniment of a tune on the forty piano. The result proved to be a dividend of 4d. in the pound!—London Paper Trade Journal.

PROTECTING RETAILERS AGAINST DEAD BEATS.

IN their search for a plan to protect themselves from loss through bad debts the retail grocers of Atlanta, Ga., have been induced to consider a scheme involving the signing of a blank application by every customer desiring credit, and the local association is reported to be on the eve of adopting it. The following is the form which will be used:

APPLICATION FOR CREDIT FOR GROCERIES.

To.....Street.....
Name.....Residence.....
Occupation.....Monthly salary or income.....Amount wanted .....Each.....

Give the name and address of the merchants you have been dealing with for the past twenty-four months.

.....
Do you own any real estate?.....
Is the deed in your name?.....
If not, in whose name is it?.....
Is it encumbered?.....
How long have you lived in Atlanta?.....
.....In Fulton County?.....
If we agree to credit you, how do you wish to settle account—weekly?.....
Monthly?.....Annually?.....
Will you promise to pay your bill promptly?.....
Applicant's signature.....

In requesting you to make this application on this form, the Retail Grocers' Association of Atlanta seek to protect your interests and their own by extending credit to those who are worthy of it, and withholding it from those who are not entitled to credit. If the grocer loses no money by bad debts, he is able to sell the prompt payer cheaper. Our motto is to give justice to all buyers.

Prompt paying men will gladly fill out and sign this application. Drones and dead beats will complain.

N. B.—The merchant who offers to enter your name on his book before this application is made out and signed by you is unreliable, unworthy, and has deliberately falsified his word to the

RETAIL GROCERS' ASSOCIATION OF ATLANTA.

1897

While the Year is Young

The Live Grocer will consider whether he can do anything to improve his business. The most successful business men have become so by recommending and selling the best qualities of goods.

PURE GOLD GOODS are known as the best, from one end of the Dominion to the other. Live firms are handling them.

Send in your orders for . . .

PURE GOLD BAKING POWDER and PURE GOLD FLAVORING EXTRACTS.

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !

Skilfully Blended ! !

Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

"Victoria" Brand

IS OUR REGISTERED TRADE MARK FOR

. . . Teas

We invite the trade to give a trial to our

"VICTORIA" JAPAN TEA In 5, 10, 20, 40 and 80-lb. boxes. Our

"VICTORIA" CEYLON In ½-lb. packages is unsurpassed in quality, for price it is sold at.

We have BARGAINS in LOOSE MUSCATEL RAISINS SPAIN AND CALIFORNIA FRUIT

WRITE FOR QUOTATIONS.

LAPORTE, MARTIN & CIE. ...Wholesale... Grocers Montreal

That...

Boston Tea Party

..of 1773

When George the Third was King--

Is being repeated throughout the States

But with this difference—

In 1773 the Colonists threw the Tea into Boston Harbor—not because they didn't want to pay the duty, but because [research has established the fact] it was Tea from China.

Now they are willing and ready to pay the duty and drink the tea because they are getting the pure, cleanly-made, healthy and economical teas of

Ceylon and India.—

CATALOGUES, BOOKLETS, ETC.

HIRAM WALKER & SONS' BILL-HOLDER.

HIRAM WALKER & SONS, LTD, write THE GROCER, explaining that we entirely misunderstood their intentions regarding the bill-holder. It was intended as a compliment to the managing editor personally and to a few of their more intimate friends, and was not intended for general distribution. Thinking it was one of the many souvenirs which manufacturers and others send to their customers at this time of the year, it was unfortunately noticed in these columns. In consequence, there have been several thousand applications for them. Circulars have been sent to enquirers explaining how the mistake, which we regret very much, was made.

USEFUL DESK CALENDAR.

The most useful desk calendar we have yet seen is being sent to the trade throughout Canada by the Pope Manufacturing Co., Hartford, Conn. It is really a desk diary—a pad of 365 pages, mounted on metal. There is a blank page for every day in the year, so that business men can make a memo of future engagements, or things to be attended to, on the page bearing that date. They are sent post-paid on receipt of a card enquiring for them.

TRADE CHAT.

A MEETING of the committee on resolutions for the businessmen's convention, to be held in Winnipeg, held a meeting a few days ago and inaugurated preliminary work in connetion with the arrangements for the gathering.

Lake Manitoba whitefish are being teamed into the city, a distance of eighty miles. The quality is good and the price is 5c. per lb.—Free Press, Winnipeg.

Small merchants in Sheboygan, Wis., think they have found a way to meet the damaging competition of the large department stores. Low prices in the latter result largely from the favorable rates at which goods may be purchased in large quantities. The small grocers are now buying goods in large quantities in the aggregate through the purchasing agent of an association which thirty of them have organized. The association, through its improvised jobbing house, buys in even larger quantities than do the department stores, it is said.

The C.P.R. authorities are having constructed a number of stateroom coaches, to meet the requirements of round-the-world tourists, and it is probable one of the cars will be ready for the coming season.

Enormous quantities of corrugated paper packing are used in the cases of the "Rising Sun" stove polish. The goods are packed in the neatest and most careful manner and reach the storekeeper in the best possible condition.

A Fast Color.—Fair shopper: Yes, it's a pretty color; but why do you call it "Boy Messenger" blue?

Shopman: Because we will guarantee, madam, that it will never run.

STORE MOTTOES.

Because we buy well we sell well.
What isn't right we will make right.
Your satisfaction is our best reward.
Come back for changes or corrections.
You cannot tire us out in serving you.
Goods up to date; prices down to zero.
We make each purchase promote trade.
Time is not wasted when we please you.
Courtesy is always thrown in at our store.

Unless the customer is satisfied we are not.

Ask for what you don't see. It is probably here.

The value of these goods conquers all comparisons.

Low prices make large profit, and our benefit is your gain.

The earliest comer has the pick of the "plums" and prices.

We urge no one to buy. Our goods are our best salesmen.

There is no test like a trial here; for we are here to please you.

Our interest in you is not gauged by the amount of money you spend.

What you say when you go home we intend to make our best advertisement.

Our customers are like the revolving shore lights. They go, but return again.

We don't claim to have the best store; but we try to make a better one possible.

If you have looked elsewhere we are sure of either your compliment or your custom.

—Selected.

DOGMATIC.

Some traders, says an exchange, who quarreled over a commission on an order, got into verse in the course of their controversy by correspondence. The first remonstrated in rhyme thus:

No one bull-dog yet could eat
Every other bull-dog's meat;
If you have a good-sized bone,
Let the other dog alone.

The other firm had in their employ one who had climbed the heights of Parnassus, and he replied for his firm:

The dog is tough and not yet dead,
Though sometimes troubled with his head
He willing is to share his meat,
But wants a piece himself to eat.

Those two firms settled their differences amicably. The verses are worth studying.

Every up-to-date Grocer should keep
COWAN'S
HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE
Send your orders to
THE COWAN CO., Ltd.
470 King St. East, Toronto

THOMAS DOHERTY & CO.
: : Importers of : :
TEAS and COFFEES
134 McGILL STREET, Corner ST. PAUL.
Dominion Buildings.
MONTREAL.

Stove Polish
Shoe Blacking
...or...
Harness Oil?
Which do you want?
Write us for prices and full price list of our goods.
Alpha Chemical Co.
BERLIN, ONT.

For . . . . :
10 cents
We will mail you a valuable little book on
BUYING
SELLING AND
HANDLING OF TEA
This is a complete and useful work, which every grocer should have in his possession.
The MacLean Publishing Co.
26 Front St. West, Toronto.

AN AVERAGE EGG.

DIRTY eggs are a disgrace to the shipper, and salted eggs are a disgust to the receiver. No hen has ever been guilty of producing either variety, so the demoralizing touch of man comes in to reduce the grade and lower the cash value of the average egg.

How can a salted egg remain a fresh egg? How can "salt junk" still be a juicy roast? How can salted mackerel continue to carry in stock the freshness and richness of early youth?

There is no law against salting eggs—even our game law don't touch the case, so the thoughtful housewife can continue to provide for winter's needs from summer's abundance as long as the salt holds out and the hens don't strike, but it is an awful sin to swindle the unsuspecting storekeeper with the result of her imprudent prudence.

What is the matter with salted eggs? Let me tell you. The first act of salt on an egg is to knock out the one, only, overtowering virtue it has, which is its freshness. Then follows the next stage of the disease, and the albumen shrinks away and the yolk hardens and becomes attached to the shell, and the "X rays" of a candle reveal a vacuum where once fullness existed, and worthlessness where once real value was in sight.

There is, then, no law prohibiting the salting of eggs, and we have no objections to raise against it, but we do object to marketing salted eggs, for in this lies the "overt act," of which we complain.

To sum up the case, we would say, the only strictly honest thing an egg salter can do is to keep the salted stock for home consumption, and never, under any circumstances, allow it to go into circulation under the cover of a saline falsehood.

The mummy of Potipheri VII. comes nearer being a plump, healthy man of the present Anno Domini than a salted egg does to be a fresh one.

It is an axiom that quality is the prime essential on which grade is fixed and values established, but in the item of eggs, quality is a parallel virtue, and as long as they are sold by count, this factor will hold good.

Those "cute little eggs"—the foot note of the litter—the appendix to the nest full—the terminal cackle of that series, that count one but are not nearly half one, and which slip out of dishonest fingers under the convenient deception that "Aneggszanegg," is another unpleasant feature at the market end of the transaction.

We would draw the line at Guinea eggs, which belong to the "under-size grade," and with them all of those half-grown samples of what a hen usually carries in stock. An average egg is what an average hen will produce in the discharge of an average day's work, and the average buyer wants an average egg every time. This is the equilibrium of trade—the "value received" of merchandising where 16 ounces are given for a pound and 36 inches make a yard. Our counsel is, that you save such hen efforts at home—this is to the poultry-raiser—and if the country merchant is foolish enough to "take them in," we would most heartily counsel him to be wise enough not to ship them to market.

Cleanliness and freshness and sizeness are the three prime factors that constitute "An Average Egg," therefore, be clean, be good, be honest, and stand by the hen that lays a standard egg.—A. A. Egg in Bulletin and Trade.

HE SLUMBERED ON.

"Gentlemen," said the professor of hypnotism, in an oratorical manner, "you will observe that the subject before us has been in a deep hypnotic sleep for seven days, but with a few simple passes I will now restore him to full activity."

But, despite the professor's efforts, the subject slumbered on, nor did he awaken until the rush of spring trade was over.

By a fatal oversight the professor had selected a grocer who never advertised.—Grocery World.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

"CROSSE & BLACKWELL"

SEASON 1897

Fresh Fruits, Jams, Jellies and Orange Marmalade, in glass jars with patent vacuum covers. Also

CANDIED PEELS

Lemon, Orange, Citron.

The above are the finest goods in the market.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

EDWIN SKEDDEN, brush manufacturer, Hamilton, is offering to compromise at 25c. an the dollar, cash.

F. Giroux, importer of wines, etc., Montreal, has assigned.

J. Comfield, grocer, Acton, has assigned to John A. Mowat.

George C. Robertson, grocer, St. John, N.B., has assigned.

J. L. Leblond, general merchant, Trois Pistoles, has assigned.

J. A. Grevier, fruit, Montreal, has assigned to Chas. Desmarteau.

W. H. Pelton, confectioner and grocer, Brussels, has assigned to F. S. Scott.

A demand of assignment has been made upon Bray Bros., grocers, Sherbrooke.

J. E. Freeman, general merchant, Harmony, N.S., is offering to compromise.

A. R. MacKay, general merchant, River John, N.S., has assigned, and is away.

Robinson & McKnight, general merchants, Ninga, N.W.T., have assigned.

J. Tooley & Co., "Seven Cent Store," Brockville, has assigned to James Stuart.

George H. Reid, grocer, etc., Parry Sound, has been closed under chattel mortgage.

N. McNair, general store and lumber, Eel River Crossing, N.B., is asking an extension.

H. A. Belisle, general merchant, Ste. Agathe de Monts, has compromised at 50c. on the dollar.

A meeting of the creditors of M. Thibaudeau, wholesale and retail grocer, Quebec, has been called.

E. N. Lavallee & Co., general merchants, St. Philippe de Nery, Que., are seeking an extension, and the firm's affairs are being investigated.

PARTNERSHIPS FORMED AND DISSOLVED.

Belanger & Neven, grocers, Lachine, have dissolved.

Blair & Gordon, grocers, Victoria, are dissolving partnership.

Halifax Grocery Co., groceries and propisions, Halifax; co-partnership registered, Alma J. Hiseler only.

John H. Shaw and Geo. A. Shaw have registered a partnership in Montreal to carry on business as commission merchants under the style of J. H. & G. A. Shaw.

SALES MADE AND PENDING.

The assets of D. A. MacDonald, grocer, Montreal, have been sold.

The estate of James Goodall, grocer, Ottawa, is advertised for sale.

CLARK'S
Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

The stock of the estate of Geo. Armstrong, grocer, London, has been sold.

J. Barry & Son, grocers, Meaford, are advertising business for sale by tender.

The assets of C. Johnston & Son, butter factory, Athens, are to be sold 4th prox.

The assets of Fleming & Co., bakers, Belleville, are advertised for sale by tender.

The stock of Euclier Angers, grocer, Quebec, has been sold at 41c. on the dollar.

CHANGES.

John Flurey has started a grocery store at Lindsay.

A. P. Simon has opened a grocery store in Montreal.

S. Perrault, groceries and flour, Ottawa, has sold out.

L. Nadelman, grocer, is giving up business in Vancouver.

W. Purvis, general store, Columbus, has been succeeded by R. Hugo.

J. H. Geddes, general merchant, Vancouver, has sold out to — Halliday.

G. L. Stevens, general merchant, Enniskillen, has sold out to Wesley Wotton.

McLaughlin & Co., general merchants, Gorrie, have been succeeded by McLaughlin Bros.

Anatole Renaud has been registered proprietor of the firm of Cash & Co., grocers, Montreal.

Neilly & Kinney, general merchants, Bridgetown, has been succeeded by Kinney & Shaffner.

Marie L. E. Lemieux has been registered proprietress of the grocery business of E. Angers & Co., Quebec.

Montgomery & Brodie, tailors, grocers, etc., Newmarket, have been succeeded by J. Montgomery & Son.

Chas. P. Hebert has been registered proprietor of the firm of Hebert & Guertin, general merchants, St. Charles.

Michand & Levesque, general merchants, Sturgeon Falls and Warren, have sold out Warren branch to C. Champagne.

FIRES.

The stock of E. Lambert, grocer, Montreal, has been damaged by fire and water.

DEATHS.

Frank Taylor, fruits, Ottawa, is dead.

James Goodall, grocer, Ottawa, is dead.

HINTS FOR CLERKS.

ATTEND strictly to your own business. You are not paid for attending to the affairs of others, nor will you receive thanks for it. Besides, you haven't the time.

If ignorant of anything in connection with the stock, the sensible clerk will admit it at once rather than make pretentions to knowledge that exposes him to the danger of being regarded as both knave and fool.

Acquire the faculty of doing your work energetically, expeditiously and thoroughly, but without any show of noise or bustle. There is something wrong with the machinery that rattles.

Late hours and evil company are things in which no upright man can afford to indulge. They threaten both the body and the soul, and are sure to destroy the reputation. Of all men in the world, the clerk should eschew them, for to him a sound body, an upright soul, and an untarnished name, are absolutely indispensable to success.

A great many salesmen, and some who are very competent, injure their influence by a sort of patronizing air which they assume towards their customers. Let such remember that it is the customer who should do the patronizing.

Be very careful about volunteering advice to the proprietor. Know enough about the business to express an intelligent opinion of things relating to it if asked to do so, but do not forget that most men request advice when they wish it, and resent it otherwise.

Don't frown. It promotes wrinkles, induces indigestion, closes the purse-strings of the customer, and defrauds your employer. Don't smirk, either. That is unmanly, inane, idiotic. Be just yourself.

Few people have greater need of self-restraint than the clerk. He must perforce meet so many people who are distasteful to him, and be exposed to such numberless vexations, that, unless he has himself under thorough control, he will indulge in speech or conduct that he will regret.

Guard the reputation of a fellow-salesman as jealously as you would your own. Help him along wherever you can. Get close to him. Like him. You may be competitors, but the world is large enough for both of you. You will be happier and advance faster if you stand shoulder to shoulder.

The Chain That Holds

A chain is only as strong as its weakest link. The confidence of your customers is one of the vital links in the chain that holds them to you—resolutely.

Your store is judged by its methods—as a man by his deeds. Follow your own inclinations about buying of us, of course. We expect it.

But, if you can—feel this way: that no one, anywhere, is more anxious to assist you in welding the chain of confidence between you and your customers than we are. And this is as earnestly for the future as the present.

A Small Item But a Link in the Chain

The standard for highest quality the world over—*Boeckh's Brooms*. Style, quality and finish unequalled. Quick sellers—sure profit makers—leaders of confidence. They satisfy.

A Broom Stand with space for 6 Brooms—free, with every six-dozen order of our regular line.

A Stand holding 12 Brooms—free, with a ten-dozen order.

You may have your money back if quality and price are not what you think they ought to be.

Boeckh's Standard Brooms

BRUSHES BROOMS WOODENWARE

Chas. Boeckh & Sons

Established in 1856.

Toronto

HERE THEY ARE!

They have always been favorites and always will be.

Keen's Mustard

Keen's . . . Oxford Blue

Robinson's Patent Barley
Robinson's Patent Groats

Canadian Agents — **F. MAGOR & CO., MONTREAL.**

CURRENT MARKET QUOTATIONS

Toronto, Jan. 21, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case.....per doz.		$ 0 75
½ " 3 " ..... "		
1 " 2 " ..... "		2 00
3 " 1 " ..... "		6 50
5 " ½ " ..... "		10 00
10 lb. boxes.....per lb.		16
30 lb. pails..... "		16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round.....	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5 lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 1@ in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER,

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases $0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb. tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. O. FRENCH BLACKING. per gross

¼ No. 4	$4 00
½ No. 6	4 50
¾ No. 8	7 25
¼ No. 10	8 25

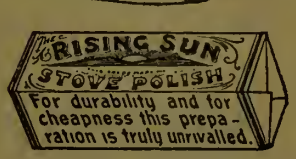
THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per doz
New York Dressing, 1 doz. cases.	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	4 50
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5 00

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed.....	0 07
Warblers Bird Seed.....	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed.....	0 04½
London Bird Seed, bulk 25 lb. cases..	0 05
Bird Gravel, 10c. pkts., 24 in case.....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

CORN BROOMS

CHAS. BOECKH & SONS.

Carpet Brooms—	net. per doz.
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

Tastes Differ

in regard to the degree of stiffness required in certain articles, but when it comes to a question of what starch gives the best results, popular sentiment goes strongly in favor of . . . . .

EDWARDSBURG STARCH CO.
Cardinal, Ont.

EDWARDSBURG STARCH . . . .

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 70	1 90
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 50	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 60	0 75
" Sifted select	0 80	0 95
" Extra sifted	1 15	1 30
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 40	2 50
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 70	0 75
Lobster, talls	2 20	2 40
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 45
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " ⅛s	0 10½	0 11
" " " " ⅛s	0 18½	0 19
Sardines, other brands 9¾	11 0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ⅛'s "	0 33	0 36
Sardines, Amer., ¼'s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb	1 10	1 15
Kippered Herring, 1-lb	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans		$1 20	$1 35
" " " 2 "		2 30	2 50
Comp Corn Beef 4-lb. can		....	....
" " " "		7 75	8 25
" " " 14 "		15 00	16 00
Minced Callops 2 "		....	2 60
" " 2 "		2 60	2 65
Lunch Tongue 1 "		3 40	3 50
" " 2 "		....	6 00
English Brawn 2 "		2 75	2 80
Camb Sausage 1 "		....	2 50
" " 2 "		....	4 00
Soups, assorted 1 "		....	1 50
" " 2 "		....	2 25
Soups and Boull. 2 "		....	1 80
" 6 "		....	4 50

Acme Sliced Beef.
No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz
2 doz. . . . 1 40

ARMOUR PACKINO CO.—HELMET BRAND

Corned Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
" 4 lb	5 50	5 80
" 6 lb	8 50	8 80
" 14 lb	17 50	18 00
Roast Beef, 1 lb	1 40	1 50
2 lb	2 60	2 75
Luncheon Beef, 1 lb	1 60	1 70
" 2 lb	2 75	2 85
Brawn 1 lb	1 30	1 40
" 2 lb	2 35	2 50
" 6 lb	6 60	6 80
" 14 lb	14 50	15 00
Ox Tongue, 1½ lb	7 00	7 20
" " 2 lb	8 50	8 80
" " 2½ lb	10 75	11 00
Luuch Tongue, 1 lb	3 35	3 50
" " 2 lb	6 50	6 80
Chipped Beef, ½ lb	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tougue or Ham ⅛ lb	70	75
Potted Meats, Tongue or Ham ½ lb	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb	70	75
Potted Deviled Ham or Tongue, ½ lb	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt	3 00	3 15
" " 1 pt	2 00	2 10
Gelatine of Boar's Head, 2 lb	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb	3 00	3 10
Plover Roast	5 00	....
liced Gold Band Bacon	3 00	...

Codfish.

	per doz.
Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 365c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 3905c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pices	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

	per lb.
Chocolate—	
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " "	0 30
Bulk, in boxes	0 18
	per doz.
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs.	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla—		
White " "	0 73	0 83
Unsweetened—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. boxes "	0 19	0 20

FRY'S.

(A. P. Tippet & Co., Agents.)

	per lb.
Chocolate—	
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	per doz
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼'s, 14 lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc.
Used for lunch and breakfast as sandwiches.
Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald.
For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier
The world-renowned French Vanilla Chocolate.

Salt
Salt
Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . . .

TORONTO SALT WORKS
TORONTO, ONT.

Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.
Agents for the Dominion
10 Lemoine St.
MONTREAL

SOAP AND WATER

May be good for cleaning and scrubbing, but it's a well-known fact that there's something better. The grease and dirt and stains of ages quickly vanish before

SILVER DUST WASHING POWDER

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

		per lb.
Mott's Broma		0 30
Mott's Prepared Cocoa		0 28
Mott's Homeopathic Cocoa (¼'s)		0 32
Mott's Breakfast Cocoa (in tins)		0 45
Mott's No. 1 Chocolate		0 30
Mott's Breakfast Chocolate		0 28
Mott's Caraccas Chocolate		0 40
Mott's Diamond Chocolate		0 22
Mott's French Can. Chocolate		0 18
Mott's Navy or Cooking Chocolate		0 27
Mott's Cocoa Nibbs		0 35
Mott's Cocoa Shells		0 05
Vanilla Sticks, per gross		0 90
Mott's Confectionery Chocolate	0 21	0 43
Mott's Sweet Chocolate Liquors	0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ½ lb. cake, per lb	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each	0 50
Caraccas Sweet, in boxes, 6 lbs. each	0 38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17
Barrels, 2c. per lb. less.	

Terms, 3 p.c., 30 days net.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	0 20	0 22
Improved Shredded, "	0 18	0 20
Beaver "	0 16	0 18
Macaroon "	0 16	0 18
Desiccated "	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.
Green.

	per lb.
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend	0 34
Our Own "	0 32
Jersey "	0 30
Laguaya "	0 27
Mocha and Java	0 32 0 35
Old Government Java (0 3)	0 32 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crushed East India	0 20

CONDENSED MILK.
NEW YORK CONDENSED MILK CO

	per doz
Gail Borden Eagle, 4 doz. 1-lb. cans per case	2 50
Gold Seal Brand 4 doz. 1-lb. can per case	2 00
Borden's Peerless Evaporated Cream Family size, 4 doz. in case	1 75
Hotel size, quarts, 2 doz. in case	
Half-gallons 1 doz. in case	
Gallons, ½ doz. in case	

Quality thoroughly guaranteed.

BISCUITS

Pay the Grocer a good profit. Encourage the sale of them by making a nice display. Goods well shown are half sold. A dozen of our Glass Front Tins of Biscuits conspicuously placed in your store will be "trade bringers." Our representatives are on the road. Let them advise you. Remember you can't afford to be without T. B. & C. Co.'s **CREAM SODAS.**

Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST - - TORONTO.

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25
Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles.....gross	12 00
Ketchup, Screw Top..... "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	$3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz	6 00
Milk Granules with Cereals, in cases, 4 doz	5 0

FRUITS.

FOREIGN.	per lb.	
Currants—Provincials, bbls	0 04¼	0 04¼
" ½ bbls	0 04⅛	0 04¼
" Filiatras, bbls	0 04¼	0 04½
" ½ bbls	0 04¼	0 04½
" Patras, bbls	0 05	0 05⅛
" ½ bbls	0 05	0 05⅛
" cases	0 05	0 05½
" Vostizzas, cases	0 07	0 08½
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 06½	0 06¾
Figs—Eleme, 10 oz	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 16
" taps	0 03¾	0 04½
" natural, boxes	....	0 07
" ditto, bags	....	0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia, off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07¼	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½	0 08½
	per box.	
" Malaga		
" London Layers	1 60	1 80
" Black Baskets	2 20	2 65
" Blue Baskets	2 25	3 50
" Choice Clusters	2 25	2 75
" Dehesa Clusters	3 50	4 00
" Non Plus Ultra	....	6 00
" Imperial Bunches	5 75	6 00
" " Russian Clusters	5 00	5 50

DOMESTIC.		
Apples, dried, per lb	0 02½	0 03
" evaporated	0 03	0 04

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	....	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISINO

FLOURS.	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot	1 20
Crystalized Fruit, flavored	1 65
Acidulated	1 50
(Sold by all wholesale grocers.)	

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.		
1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95
COX'S		
1 Quart size, per doz	....	1 15
2 Quart size, "	....	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—		
50 to 60 dy basis	....	2 30
40 dy	....	2 35
30 dy	....	2 40
20 16 and 12 dy	....	2 45
10 dy	....	2 50
8 and 9 dy	....	2 55
6 and 7 dy	....	2 70
5 dy	....	2 90
4 dy A P	....	2 90
3 dy A P	....	3 30
4 dy C P	....	2 70
3 dy C P	....	3 90
HORSE NAILS— Canadian, dis. 50 per cent.		
HORSE SHOES— From Toronto, per keg	....	3 60
SCREWS—Wood— Flat-head iron, 80, 10 and 10 p. c. dis.		
Round-head iron, 75, 10 and 10 p. c. dis.		
Flat-head brass, 77½, 10 and 10 p. c. dis.		
Round-head brass, 72½, 10 and 10 p.c. dis.		
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Tbus in a 7x9 pane the length and breadth come to 16 inches, which sbows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]		
1st break (25 in. and under)	....	1 35
ROPE—Manilla	0 09	0 09½
Sisal	0 06¾	0 07¼
AXES—Per box	5 25	9 00
SHOT—Canadian, dis, 17½ per cent.		
HINGES— Heavy T and strap	0 04¾	0 05
Screw, hook and strap	0 03¾	0 04
WHITE LEAD—Pure Association guarantee, ground in oil.	per 100 lbs.	
25 lb. irons	....	5 15
No. 1	....	4 77½
No. 2	....	4 35
No. 3	....	4 02
TURPENTINE— Selected packages, per gal.	0 40	0 41
2c. extra outside points.		
LINSEED OIL— Raw, per gal	0 44	0 45
Boiled, "	0 47	0 48
2c. extra outside points.		
GLUE—Common per lb	0 07¾	0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.	per doz.
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75
(All the above in 1 lb. clear glass pots.	

LICORICE.

YOUNG & SMYLIE'S LIST.	
5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8
Bauagher	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter —		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
d—Fine old Scotch	....	4 40
Special old Scotch	....	5 00

MUSTARD.

COLMAN'S OR KEEN'S.

	per lb
Square Tins—	
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD.

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.	
Pony size,	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
½ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 00
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03⅜	0 03¾
Patna	....	0 04¾
Japan	....	0 05
Imperial Seeta	....	0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05½
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINOSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate.	0 08
PURE—OSWEGO CORN STARCH	16-lb. boxes	0 07
	40-lb. boxes, 1-lb. packages	0 07½
For puddings, custards, etc.		
ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs	0 05¼
Bbls., 175 lbs	0 04¾
Kegs, 100 lbs	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs	0 06½

SUGAR.

	per lb.	
Granulated	0 04	0 4·10
Paris Lump, bbls. and 100-lb. boxes	0 05⅝	0 05½
" in 50 lb. boxes	0 05½	0 05⅝
Extra Ground, bbls. Icing	0 05⅝	0 05½
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03⅝	0 03¾
Bright Yellow	0 03¾	0 03⅞
Dark Yellow	3 30	0 35
Demerara	3 50	0 00

COCOANUT?

Yes,

It's all right!

SCHEPP'S

Improved Shredded and Edelweiss Brand Thin Strip have no equal.

They are the Standard goods with first-class trade. . . . . .

Factory, 6 and 8 Bay St. TORONTO

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

Nothing Succeeds Like Success...

First-class quality and handsome appearance is what makes our **"White Moss"** in such demand. Our new handsomely litbographed package will greatly add to the appearance of your sbelves for tbe Holidays. Goods are strictly up-to-date and prices lowest. We manufacture all grades and pack to suit the trade. For sale by all first-class wbolesale grocers throughout the Dominion.

SEE CURRENT PRICES.

Manufactured only by . . .

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	....	1 00
" 3 gal. pails.....	1 35	1 40
MOLASSES.		
Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot..... 4 20
Box Lot..... 4 10
Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 120 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

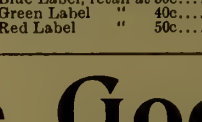
BLACK.	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25
CEYLON.		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35
CHINA GREENS.		
unpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14
Young Hyson— PING SUEYS.		
Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Chests— JAPAN.		
Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

LIPTON'S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON.	per lb.
Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21



Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, In caddies.....	0 48
" " in 40-lb. boxes.....	0 48

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—	
Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5lb. bx	0 38
I. O. F., 1-10, 5 lb. box	0 28½
Sohmer, 1-10, 5 lb. box	0 32½
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco, all sizes.....	0 60
Crown Cut Plug Mixture, ½ lb. tin	0 50
" " " 1 lb. tin	0 47

Cigarettes—	per 1,000
Sonadora Havana.....	$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tobacco)	3 50
Plug tobaccos (sweet chewing)—	
Navy, In caddies.....	0 35
Navy, plug mark..... 0 33	35
Honey, boxes and caddies	43
Spun roll chewing, boxes	55
Plug smoking (with or without tags)—	per lb
Black Crown, caddies	0 35
Crown Rouge smoking....	0 38
Leaf tobacco, in bales.... 0 08	0 20
Cigars—	
La Sonadora Reina Victoria Flor Fina, 1-20....	$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Creme de la Creme Reina Victoria Extra, 1-20....	55 00
Creme de la Creme Reina Victoria Special, 1-20....	50 00
Honeymoon, Regalia Comme il Fait, 1-40	55 00
El Caza Celebras, 1-40..	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10.....	25 00
Ditto, low grades 13 50	20 00

CIGARS—S. DAVIS & SONS, MONTREAL.

Sizes.	Per M
Madre E' Hijo, Lord Lansdowne....$60 00	
" " Panetelas	60 00
Madre E' Hijo, Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins.....	55 00
El Padre, Reina Victoria	55 00
" Reina Victoria Especial..	50 00
" Conchas de Regalia.....	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine.....	35 00
Cable, Conchas	30 00
" Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre.....	1 00
Mauricio.....	15 00

WASHING POWDER.

"SILVER DUST"

Case.....	72 1-lb. cartoons	5 00
Half case..	36 1-lb. "	2 50
Case.....	24 3-lb. "	4 25
Half case..	12 3-lb. "	2 12
Case.....	100 5-cent packages	3 50
Half case..	50 5-cent packages	1 80

WOODENWARE.

	per doz.
Pails, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 10	$3 30
Telephone	2 90	3 10
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross.....$	2 00
" 10 " "	1 10
" 2 Tiger, ...	5
" 4 " "	2

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.
Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❀ **16 oz. Bottle. $1.00.**

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW
TORONTO . . . . MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man
to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man
to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man
knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy
is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director.
W. C. MACDONALD, Actuary.

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

PUREST AND BEST

Windsor Salt

FOR HOUSEHOLD USE
FOR MAKING BUTTER
FOR MAKING CHEESE

Composed of Natural Crystals—uniform—and dissolves readily

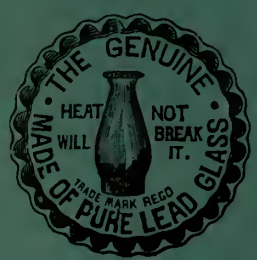
Prices can be obtained and orders promptly filled by addressing your wholesale grocer.

THE WINDSOR SALT CO., LIMITED,
Windsor, Ont.

THE "GENUINE"

is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass.

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.

COWANS, KENT & CO., - TORONTO

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY, PROPRIETORS.
Executive Offices,
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES 36 Front St. East and 27 Wellington St. East.

THOS. O. IRVING, Superintendent.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B. ETC., ETC.

Wholesale trade only.

COX'S GELATINE

Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

EL PADRE NEEDLES EL PADRE NEEDLES

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, JANUARY 29, 1897. No. 5

Manufacturers To Her Majesty · by Special Warrant THE QUEEN

TO THE COURT OF HOLLAND AND THE KING OF ITALY · PURVEYORS TO H.R.H. THE PRINCE OF WALES

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

Bulls Head Trade Mark

ONLY GOLD MEDAL PARIS 1878

1878 · CROSS OF THE LEGION OF HONOUR

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875

Only Medal Dublin 1865. Grand Gold Medal Moscow 1872 &c &c

Fresh Herrings

The recognized leading Brand in all the markets of the world.

Kippered Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

MARSHALL & CO.
Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

VARSITY CIGAR 5c. THE BEST IN THE MARKET

ARE YOU HANDLING

Armour's

White Label

SOUPS?

If not, then try a sample order now. They are delicious. A grocer's stock is not complete without an assortment of these soups. The label is attractive and the goods are unequalled.

H. P. ECKARDT & CO.

TORONTO

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

SOAP AND WATER

May be good for cleaning and scrubbing, but it's a well-known fact that there's something better. The grease and dirt and stains of ages quickly vanish before

SILVER DUST WASHING POWDER

The wise grocer does not compete with Sugar, but looks and points with pride to the extra value of the

TEAS

he offers

Our sales of Teas for 1896 were enormous, but we want 1897 to eclipse all past efforts. We will make it worth your while to help us break all past records.

INDIANS
CEYLONS
JAPANS
CHINAS
} All grades

T. B. ESCOTT & CO.

LONDON, ONT.

Standard Goods THE Best to Handle

FOR **PURITY**

Bi-Carbonate of Soda

TRADE MARK

FOR **STRENGTH**

This brand is always reliable. Highest test $98\frac{50}{100}$ % pure.

Made only by **The UNITED ALKALI CO., Ltd., Liverpool.**

"New Process" Soda, finest on the market.

DON'T FORGET TO

ORDER

..SOME OF..

FRY'S CHOCOLATE AND COCOA

For Your New Year's Trade.

A FEW OF

Lazenby's Leaders

Table Jellies
Soup Squares
Lucca Cream

The Lever Top Pickle

NO CORK
NO LEAKAGE

Most Useful Jar When Empty.

Chow Chow
Potted Meats
Harvey Sauce

The above lines to be had of Leading Wholesale Grocers throughout the Dominion.

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar

with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

Do You Sell Crockery?

Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. POTTERSBURG P.O. *London, Ont.*

***A FEW STAPLES** that all Grocers can handle with profit, as they give every satisfaction to the consumer...*

DALLEY'S SELF-RISING FLOURS
DALLEY'S PURE FRUIT EXTRACTS
SILVER CREAM BAKING POWDER
DALLEY'S PURE SPICES
DALLEY'S PURE MUSTARDS

These Goods are Peers in their respective lines, both in quality and price. GIVE THEM A TRIAL.

The F. F. Dalley Co. Ltd. - Hamilton, Can.

"THERE ARE OTHERS"

. . . But none so good as . . .

MALLAWALLA

VERY OLD
HIGHLAND WHISKY.

Cockburn & Co.

ESTABLISHED 1796. *Leith & London.*

Try

COCKBURN'S SCOTCH WHISKY

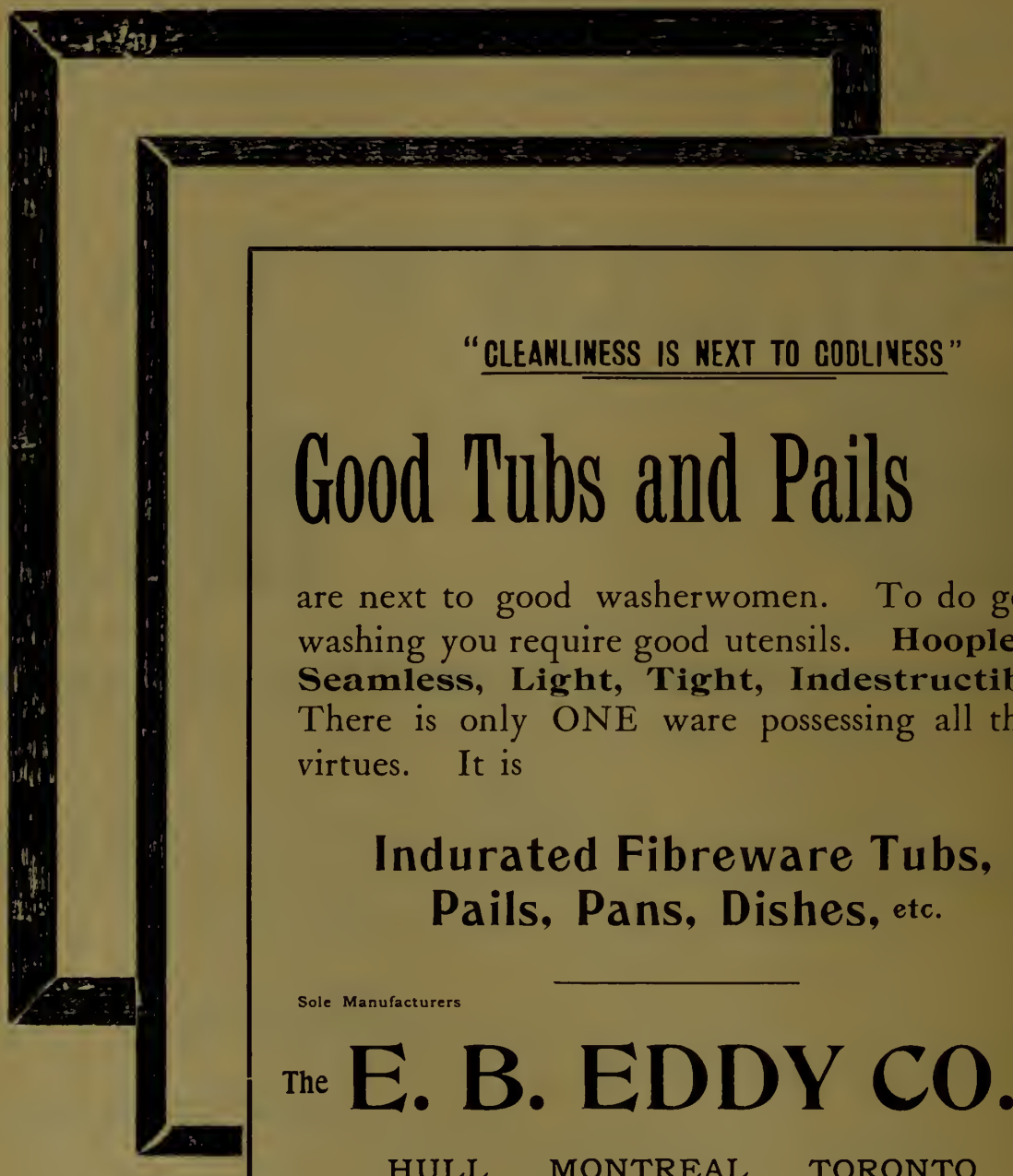
Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland



"CLEANLINESS IS NEXT TO GODLINESS"

Good Tubs and Pails

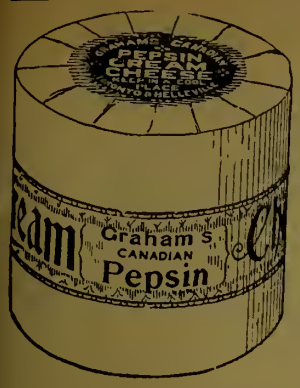
are next to good washerwomen. To do good washing you require good utensils. **Hoopless, Seamless, Light, Tight, Indestructible.** There is only ONE ware possessing all these virtues. It is

Indurated Fibreware Tubs, Pails, Pans, Dishes, etc.

Sole Manufacturers

The **E. B. EDDY CO.** Ltd.

HULL MONTREAL TORONTO



GRAHAM'S **PEPSIN CHEESE** STILL LEADS

Try it and be convinced.

Pure **APPLE JELLY** (unsweetened) for the following price during January only, viz. :—

In carload lots, 7 and 14 lb. pails ..... 3c. per lb. f.o.b. Kingsville, Ont.
In ton lots " " " ..... 3½c. " " " "
In smaller quantities, 7 and 14 lb. pails ..... 4c. " " " "

OUR MINCEMEAT IS HAVING A BIG SALE NOW

Don't forget our PURE CIDER VINEGAR at 10c. per gallon f.o.b. Belleville.

Toronto Office :
519 King Street West

R. J. GRAHAM
Belleville

FOR THE
Whitest
Lightest
and
Sweetest
Cakes

USE
Ocean Wave Baking Powder

Manufactured by the

Hamilton Coffee and Spice Co.
HAMILTON, ONT.

BROOMS

Three most reliable lines :

ROSE, PANSY, THISTLE

Do you sell them ? If not, why not ?

MATCHES

Sovereign Brand

GUARANTEED equal to any match made.
Freight allowed on 5 case lots.

H. A. NELSON & SONS - Montreal and Toronto

Have you tried

"REINDEER BRAND"

Condensed Coffee?

If you have, probably you can recommend it to your customers.

Please Your Customers

In a TEA

They are more particular in this regard than any other. Give them a superior article---suit their tastes exactly---win their confidence, and their trade is yours.

Quality Counts---Rich, heavy-bodied, delightful liquors please.

OUR STANDARD BLACKS

are always up to a certain high standard of quality, satisfying and delicious---that's what you want to increase trade and profits.

The 400 Select **Morning Luxury**
The Globe
Imperial Congou **Russian Congou**

We are always glad to send samples for comparison.

W. H. GILLARD & CO.

Wholesalers Only

JOHN MOUAT, Northwest representative
. . . Winnipeg . . .

HAMILTON

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, JANUARY 29, 1897 ($2.00 per Year) No. 5

THE DEPARTMENT STORE.*

By Samuel Hopkins Adams in Scribner's Magazine.

A GOOD buyer who year after year increases his business, and the reputation of his department, who leaves for the semi-annual inventory a clean and desirable stock—one who, in fact, has the genius of money making—is paid a salary in the big houses of from $5,000 to $10,000, and often a percentage on the yearly increase of his sales. In some of the largest departments a number of the most capable buyers thus receive as much as $30,000 a year, and are regarded as cheap at that ; a fact which can be readily understood when it is remembered that in a single department of a great shop selling say $1,000,000 worth of goods a year, a difference of 5 per cent in the profits, which may be the result of a good manager as distinguished from a mediocre one, amounts to $50,000. On the other hand, in the lower-class stores, buyers, in many of the departments, are paid as low as $25 a week, with no percentage. If the large incomes are the great exception, it is also to be said that the opportunities are more numerous than the men with the ability to take advantage of them.

The store stretches out like a huge block puzzle which, once fitted together, immediately shifts and changes and presents necessities for prompt rearrangements. One block shrivels, another expands, a third changes its form and nature, and the manipulator must perforce rearrange and reset the composite piece ; or if the need be particularly urgent, perhaps extend his base so that he may have room for all his blocks. The store is the base ; and the departments the troublesome pieces. To start with, there is a definite extent of space, each square foot of which is worth so much per year ; this figure being invariably determined from the receipts of foregoing years with allowances for the general financial prospect of the year under consideration. A certain amount of space must be given up for stock rooms, receiving rooms, packing rooms, work and repair rooms, account rooms, offices of the buyers and executive officers, cash rooms and delivery rooms. All this is reckoned dead weight which the earning portion of the store must carry along. In many stores floor room which might be earning its share of the profits in immediate results as a department, is given over to the use of customers for sitting or writing rooms, or as a restaurant ; but these are reckoned by the far-seeing proprietors as more than earning their share eventually in making the establishment attractive and adding to the comfort of the customers. Taking out the inevitable extent of "dead space," as it is called, there remains in every store a fixed amount of flooring as a basis of active operations ; and here enters the internal rivalry. For in the division of this each department must be regarded as a separate establishment, whose head wishes naturally to obtain for it the greatest advantages.

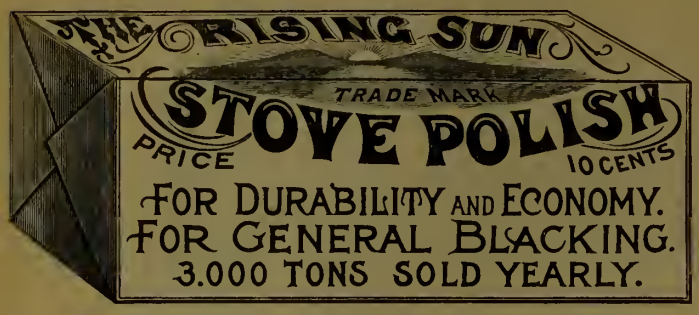
If the problem were merely to divide a certain space, homogeneous in value, into a given number of equal parts, it would be a matter of measurement and a simple mathematical calculation. But the space is not of equal value all the way through. Obviously, the main aisle on the ground floor is better from a selling point of view than a corner on the third floor. It is on the line of the greatest travel, hence the more attractive staple goods usually line the main aisle, such as silks and dress goods. Blankets or underclothing, which are less ornamental than useful, would hardly be put here, nor would china or glassware, because of the danger of breakage. Places on an upper floor would probably be assigned to these departments ; nevertheless it sometimes happens that a holiday "special," or a sudden cut for bargain purposes may stretch fortifications of blankets along the front of the store, and send fancy glass and china to the centre aisle with a total breakage which would seem formidable to the lay mind. A cut-glass "bargain sale" last winter suffered nearly $200 in accidents in one day, but the head of the department only rubbed his hands and said that he could afford that much per diem indefinitely, if the crowds would but come as they had done. Again, the departments, from their nature, vary greatly in size. Carpets require large space for exhibition ; drugs require no more than the shelf room to store them.

Certain departments, then, fall naturally into place ; but there remain many others, the relative earning power of which must determine their distribution. This is a matter for the firm to decide in council with the executive officers and the heads of the more important departments, who are in almost all cases the buyers. Achievements are mainly considered here, those departments which have made a poor showing in the year past being cut down in space, or sometimes transferred to less desirable locations ; while the man whose department has shown an increase over the previous year's business, in excess of the normal increase which is expected from all departments, may have almost anything, within reason, that he chooses to ask for. In case of a general rearrangement and reapportionment of space, which occurs when an establishment moves into a new building, this rivalry becomes intense.

As it is with the floor space, so it is with the opportunities given. If a department's space is enlarged its portion of the entire expenditure of the firm must be enlarged also to meet the greater requirements, and vice versa. There are other considerations, also, in which the heads of the departments find themselves involved in keen rivalry ; the apportionment of salespeople, both as regards numbers and merit, the opportunities

* This article is one of a series being published in Scribner's Magazine. We regret that lack of space prevents our reproducing the many excellent illustrations which go to make it the most interesting feature of the January issue of that monthly.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

for display in the windows, and the proportion of advertising with which they can succeed in inspiring the advertising man on their respective behalfs. Once started on a successful career, any department, unless it depends upon a fad for its prosperity, proceeds with tremendous momentum. It is not hard to see why this should be.

Take, for example, the instance of the manager of a dress goods department who hits upon a popular novelty. His department acquires a sudden reputation. Crowds flock there. His stock is sold out, replenished, again sold out, and the firm appreciates. Greater confidence and more capital for stock is meted out to that manager. Special advertisements are devised for him, or he suggests them himself, and the show windows teem with dress goods. Soon his space is found to be too restricted, and a branch is added to his department with an extra staff of salespeople; other departments which have not been doing as well as they should being mulcted of their counters and clerks for the successful one. With this increase of means comes increase of opportunity. Having larger sums at commend the manager can deal more advantageously with the manufacturers, and so he goes on the envy of his rivals in rival stores. When a dozen departments make progress in this way their combined impetus gives to the general business a momentum which to the dealer in a single line of goods would seem little short of miraculous.

Undoubtedly the chief outward exponent of the policy of the store is the manager. His interests are bounded by the four walls, the roof, and the earth underneath. Every detail is, or should be, under his grasp, and in matters of discipline his authority is seldom over-ruled or his judgment questioned. He is practically the court of final appeal in all matters pertaining to the management and conduct of the store. Often upon the disposition of the manager depends a store's reputation among the store people. A man who has a reputation for harshness, quick temper, and unfairness will have difficulty in getting first-class men and women behind his counters. Supplementary to the duties of the manager are those of the superintendent, who generally has assistants under him. Unlike the manager he is seldom a member of the firm.

In general $5,000 is a good salary for a superintendent. This was paid for years to a woman who held that office in one of the largest of the New York department stores. On the other hand the salaries of assistant superintendents go very low in some cases, considering the responsibility of the position. A prosperous department store in upper New York pays to its assistant superintendent, a girl of 22, less than $700 a year.

The buyer is the head of the department in so far as it is considered as a financial integer of the whole establishment. He selects its entire stock. His is the praise for success, or the blame for failure. With him rests the entire responsiblility, and within such bounds as the general policy of the store sets he is a law unto himself in his conduct of the department. Usually a limit to his expenditure is established, beyond which he may not go except by special permission of the firm. To understock is an error ; to overstock a blunder. It is a buyer's maxim that throwing away outgrown stock is cheaper than keeping it on the shelves. The buyer must be a prophetic soul, to foresee what shades of silk will be most popular in the coming season, what make of cloaks, or what style in gowns. Once he has decided, every energy must be put forth toward forcing the style selected into fashion, and the influence thus brought to bear is often very potent.

Special room in the store is set apart for the buyer of each of the more important departments, where the agents for the manufacturing firms bring their samples for examination ; and every morning these gentlemen can be found in large numbers in the ante-room waiting their turn to be received by his honor, the judge of their particular line of goods. They have an opportunity to see the world, too, these buyers ; for many of them must make two trips a year to Europe, or, in these days of startling departures in the business, even to the uttermost parts of the earth. A single store will sometimes send a dozen buyers to Europe and others to Japan, India, and Africa, in pursuit of rugs, silks, mattings, and a thousand and one things. A merit equal to good buying is to arrange the scale of prices well. Every article in the department is sold at the figure the buyer decides upon. On the one hand he must make his price large enough to insure a good profit to his department ; on the other, he must make it small enough so that the public may be sufficiently allured to clean up his stock for him ; and as he steers his course between Scylla and Charybdis, the sails of his rivals loom up in the offing threatening to distance him in the race. One of the bitternesses of life to the hardworking buyer is to have the advertising man (who keeps track of all other stores as well as his own, and is a sort of general information bureau) tell him, after he has made his price on a particularly promising line of goods, that the rival establishment down the street has cut under him 10 per cent. An inflexible rule in many houses is that goods of a standard quality must be sold at a price not higher than that of competitors, or be withdrawn from sale, and the latter course is not the usual solution.

(To be continued in our next issue.)

NEW ORLEANS MOLASSES.

Advices from New Orleans in regard to molasses say : "The season is now nearing its close ; that is, in the way of receipts of the winter crop, and my predictions of last October and November as to the volume of the crop are being verified. Total receipts at this port to date are 177,000 barrels, as against 155,000 barrels same time last year, or only 22,000 barrels more. When the receipts of open kettle do drop off they are going to chop right off suddenly, and nothing but cistern bottoms and scraps and remnants will follow."

CIRCLE BRAND TEA

The unfailing RESOURCE of every successful HOUSEKEEPER.

PURE
WHOLESOME
DELICIOUS

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON

RALSTON HEALTH CLUB.

WE have the COCOA adopted by the Ralston Health Club. It is put up in boxes containing one dozen half-pound tins. Our friends who have any customers who are members of this Club will find they will be more than pleased to get hold of this.

JAMES TURNER & CO., - HAMILTON

WHOLESALE GROCERS and IMPORTERS.

Don't Believe

That MacLaren's Imperial Cheese is the best, just because we say so. Find out what others say—others who know what good cheese is. All competent judges will tell you the same thing, in just about so many words—

MacLaren's Imperial Cheese is Perfect.

MOLASSES AND SYRUP

We have a special line of N. O. Molasses, also Extra Bright Sugar Syrup. Best value in the market.

SEE OUR PRICES

T. KINNEAR & CO. - 49 Front St., East.

SUGAR BOUNTIES.

THE following interesting article is from The London Produce Markets' Review of January 16 :

"In the report of the French Customs Committee on the proposed new bounty law, it is stated that the production of beet sugar in the Mother Country rose from 273,000 tons in 1884-85 to 765,000 tons in 1893. During the same period the production of French colonial sugar fell from 145,000 tons to 110,000 tons, a decrease of 35,000 tons, or 24 per cent. This fact is of importance, because the French colonists have exactly the same bounties as the home beet growers. It follows that the sufferings of cane sugar growers generally are not such as can be neutralized by any probable amount of bounties, and that they are due to general economic causes. During the past 30 years the bonded price of sugar in the open markets of the world has fallen 13s. to 15s. per cwt., and, with every economy, this is a far more serious matter to small producers than to large ones like the beet growers.

"In considering the effect of bounties upon the cultivation of cane sugar, it must be recollected that up to thirty years ago, and with a few exceptions up to the present time, the planters in the West Indian Islands worked practically on the process invented three centuries ago by Pere Labat, the Jesuit missionary. How could it be expected that the pre-scientific system of the worthy father should hold its own against the skilled chemists and machinists of the Europe of to-day? How little bounties have to do with the natural economic progress that has taken place may be judged of from the fact that up to some twenty-five years ago the chief bounties were granted on cane sugar. The French colonists had a very large protection in their home market, as against beet, notwithstanding which the latter became an industry of considerable importance. The great progress in beet took place, however, after German scientists took the matter in hand, and at a time when there was in practice no bounty at all in Germany.

"The bounty arose incidentally and subsequently, through the increased out-turn; but the aim of the growers was not a bounty of 1s. or so per cwt., but the raising of the monetary yield from the crop. If 100 tons of raw beetroot yielded 8 tons of sugar, worth at that time, say, £120, the aim the German growers had in view was to raise that yield to 12 tons, worth £160—a gain to the producer of 5s. per cwt. as compared with the old state of things (less, of course, a rather increased cost of manufacture). The yield is now close on 14 per cent., whereas with Muscovado sugar it is only 6 per cent. in sugar and 3 per cent. in molasses. The German bounty was a mere incident, and totally unintentional on the part of the German Government. Directly they found out what had taken place they took steps to bring the system to an end, acting by reasonable degrees, so as not to suddenly imperil a great industry. Had it not been for the action of the Agrarian party last year the German bounties would have been abolished ere now. It is to be recollected that the German bounties have been the only ones that have had any effect, and that they for some years past have been only 7d. per cwt., and are now 1s. 3d.

"To imagine that the increased production of sugar on the Continent, in the face of an enormous fall in values, is due to such a trumpery cause as this bounty, is a proof that our West Indian colonists are still living in a fool's paradise. If the bounty were removed to-morrow it is very questionable whether sugar would not, after a short time, be normally at about its present level, at which it can be profitably produced on the Continent, when the roots are bought, as they can be, at a proper relative price.

"The immense fall in the price of sugar is, broadly speaking, due to the same economic causes that have brought down all other produce to a similar extent. If the West Indies cannot grow sugar at the present prices they will have to grow something else, for they may be absolutely certain that the Mother Country will not again undertake to give them an artificial price for their sugar. Our own belief is that the West Indies can grow it more cheaply than any other country in the world. They will have to accept, however, a manufacturing profit of a shilling or so per cwt., on which the growers of a hundred or two tons in a year can obviously not subsist, though it may yield 10 to 20 per cent. on the capital employed. It follows either that estates must be amalgamated till they reach a size sufficient to work a proper factory, making, say, 3,000 or 4,000 tons a year; or that central factories should be introduced, to which the planters should sell their canes. It is simply painful to those who are really acquainted with the subject to see our West Indian colonists still wasting their time on futile talk about bounties, while with every day that passes the adoption of a remedy for their undoubtedly lamentable sufferings becomes more difficult, because they are falling constantly more and more behind in the industrial race."

DEPARTMENT STORES IN HALIFAX.

Departmental and co-operative stores have not proved much of a success in Nova Scotia. Last year E. Collishaw started a departmental and co-operative concern at New Glasgow, a town in which are situated several large iron industries. His plan was to supply his customers with goods at 5 per cent. on cost price. To become a customer it was necessary to pay $10 per year. Several hundred workingmen were induced to become customers, and as a consequence, legitimate tradespeople in the town did a lot of kicking. Collishaw managed to get the goods, however, although his capital was known to be limited. A few months ago he made an assignment. Now, T. Graham Fraser advertises that he has purchased the stock ($20,000 worth) at 33½c. on the invoice price, and, in consequence, is able to sell at slaughter prices. It is the old story over again : people like to be humbugged.

Our... **Teas** Specialty

Do YOU handle **"Kurma"** Ceylon Tea?

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

HERE is this about it—We will do OUR part—loyally, to guard your interests; by satisfying your customers on quality—by satisfying YOU on prices. No other two things are of greater value to you—you'll agree to that.

And we know of nothing more seasonable or more certain to be called for right now, than

Tillson's Roller Process Buckwheat Flour

The absolutely pure kind. Have it ready—that's YOUR part.

From Manufacturer to Retailer Direct.

The Tillson Company Ltd.
Tilsonburg, Ont.

1897

While the Year is Young

The **Live Grocer** will consider whether he can do anything to improve his business. The most successful business men have become so by recommending and selling the best qualities of goods.

PURE GOLD GOODS are known as the best, from one end of the Dominion to the other. Live firms are handling them.

Send in your orders for . . .

PURE GOLD BAKING POWDER and PURE GOLD FLAVORING EXTRACTS.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

LUCAS, STEELE & BRISTOL are offering trout and herrings from Wiarton, Kincardine, Sarnia, etc. Get their figures before buying.

John Sloan & Co. have received a shipment of fine Oolong tea.

Robert Greig & Co. have a shipment of "Tryphosa" jelly powder just to hand.

A shipment of California prunes in 25-lb. boxes arrived for the Eby, Blain Co. this week.

Young & Smylie's "TTT" and "Navy Plug" licorice is in stock with the Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., report the arrival of a shipment of "Jupiter" Vostizza currants, in cases.

Another consignment of Dixon's carburet of iron stove polish has been received by W. H. Gillard & Co.

The Davidson & Hay, Ltd., are offering this week special values in evaporated apples, sliced and quarters.

Several new invoices of Japans, Young Hysons and Indian teas are advised by Lucas, Steele & Bristol this week.

The F.F. Dalley Co. of Hamilton state that their sales of spices have increased rapidly since they did their own grinding.

Robert Greig & Co. are offering special inducements for prompt buyers of Craven's boiled drops and candies in 5-lb. jars.

W. H. Gillard & Co. have been large buyers lately of Japan teas, in all grades, and are, they report, offering exceptional values.

Triple tunnel tubes pliable licorice is in store with Lucas, Steele & Bristol, price 70c. box. The firm also has English rock candy.

The Eby, Blain Co., Ltd., report a large purchase of fresh water herrings and salmon trout which they are offering at rock bottom prices f.o.b. Midland.

The "Orient" baking powder goes upon the market this week. The Toronto Coffee and Spice Co. are the makers. Move up a little close, please, and make room.

The many members of the Ralston Heath Club will be pleased to learn that James Turner & Co. are putting on the market the cocoa which has recently been adopted by that institution.

L. Chaput, Fils & Cie. are offering special prices on Sultana raisins, 2 and 3-crown, of the well-known mark of Marcopoli & Fils. They have 298 boxes of these goods for sale on favorable terms.

The Toronto Coffee and Spice Co. are making a new departure in the spice business. All kinds of spices are put up in ¼, ½, and 1-lb. packages at an advance of 2c. per lb. on regular bulk prices.

L. Chaput, Fils & Cie. have just turned into stock one car, 450 boxes, of fine, fresh evaporated apples; also 550 pails, 20 lbs each, Armour's "Simon Pure" finest kettle lard, of which they are sole handlers. They are prepared to quote inside prices.

The Laing Packing and Provision Co., Ltd., 839 and 841 St. Catherine street, Montreal, have issued a new wholesale price list, under date of January 20th. Prices are considerably reduced in several instances. Readers of THE CANADIAN GROCER can have the list mailed to them by applying to the above number and mentioning this paper.

The Canadian Grocer
The Dry Goods Review
The Hardware and Metal Merchant

are the only papers that have had their shorthand reporters with the Tariff Commission constantly. They have taken down every word of the evidence. They have published the most complete reports—fuller than any of the dailies.

MORAL—If you want all the news of interest to business men in Canada you must subscribe for

MacLeans' Trade Newspapers

Price, $2.00 a year each

MONTREAL
TORONTO

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

The "Orient" Java and Mocha coffee siftings is a seller. So customers of the Toronto Coffee and Spice Co. write.

John Mackay & Co.'s Kola Cafe, the essence of best coffee, with the kolanut, is having a steady sale. Robert Greig & Co. are Canadian agents.

The "Crown Brand" club house cheese offered by Robert Greig & Co. is a pure, full cream cheese. It is packed in handsome earthen jars and daintily wrapped.

The "Circle" brand tea is finding quick sale with Lucas, Steele & Bristol. The container, after being emptied, can be utilized for various household purposes.

W. H. Gillard & Co. report a large increase in sales of their "Diamond" baking powder since reducing the cost to the retailer. The powder still retains its high-class effective properties, and leaves a large profit for the merchant.

STATISTICAL POSITION OF LEMONS.

THE statistical position of Sicily lemons is reported to be stronger than at this season for several years past. Stocks in port and afloat for the United States aggregate in round numbers 188,000 boxes, or about 35 per cent. in 1896. This decrease, it is stated, is in a small measure due to the falling off in the quantity shipped of late to New York, the rest of it being represented by the lighter shipments to Boston and Philadelphia. The decrease at the northern ports is partially compensated for, however, by the increased quantities that have been shipped to the southern ports, notably New Orleans. Exact figures for comparison as to the shipments to the last named port are not at hand, but according to the latest advices the quantity on the way to New Orleans and landing was about 61,700 boxes, or a larger stock than at any previous time.

There are two reasons assigned for the growth in importance of New Orleans as a receiving port for the Sicily fruit, one being the more liberal advances the bankers there are prepared to make, as compared with those offered here. The other is that weather conditions there are more favorable to the prompt marketing of the fruit at this season of the year, which seems reasonable in view of the conditions that have prevailed at the northern ports for some time past.

In spite of the strong statistical showing, however, the market here has been in a somewhat depressed condition for a week or more. Trade has been extremely light, but this is attributed more to the excessively cold weather than to actual indifference on the part of buyers, the general impression in the trade being that stocks in the hands of retailers everywhere are exceedingly light even for this time of the year. Consequently a confident feeling prevails, and it is believed that better prices will be established in the jobbing branch of the trade, as soon as the weather permits shipments to the interior markets. But two cargoes, according to the present programme, will be offered at auction this week and on account of the low temperature prevailing the sales will not be held until Thursday and Friday, the Picqua being offered on the first-named day and the Clive on Friday.—N.Y. Journal of Commerce, Jan. 26.

Crown Brand Flavoring Extracts

THEY MAKE SATISFIED CUSTOMERS.

SATISFIED CUSTOMERS MAKE BUSINESS GOOD.

ALL we know and all we can find out about extract making is used to keep these extracts in the lead. The purest and best materials only are used in their making. The dealer who has once tried selling always keeps them in stock and can conscientiously recommend them. You cannot get such a pure, rich, strong flavor from any other extract. Cooks who have tried them once know this and will use no other. We stake our reputation on their excellence. We are so sure they will prove successful sellers, and a satisfactory purchase, we make this offer. Give us a trial order: then, if you are not perfectly satisfied in every respect with your purchase, ask for your money back, and we'll send it just as quick as Her Majesty's Mail will carry it—or by telegraph if you say so.

What more can we say?

ROBERT GREIG & CO.

MONTREAL

To Tea Buyers

We have several lines of Teas which are decided bargains. We have too many of some kinds. Write us or see our travellers' samples. You may be requiring some of the kinds we desire to sell.

H. P. ECKARDT & CO., WHOLESALE GROCERS, **Toronto.**

Keep up with the Times..

AND HANDLE GOODS
THAT WILL SELL THEMSELVES

ROSE BRAND LARD in parchment bags is made expressly for best family trade—rendered in open kettles from finest leaf lard.

The **Geo. Matthews Co.** Ltd.

OTTAWA and PETERBOROUGH.

FIT FOR THE QUEEN

Our condensed mince meat is a pure, clean and wholesome article fit for the very best tables. It pleases the most fastidious tastes just as it comes from the package, but is improved by the addition of a little cider or wine.

For mince pie, plum pudding, or fruit cake it is most delicious. Easily and quickly prepared.

J. H. WETHEY, Mfr. **ST. CATHARINES, ONT.**

THE CANADIAN GROCER

J. B MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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AT THE PARTING OF THE WAYS.

RECIPROCITY with the United States is again becoming a much mooted question. It is also a most important question.

Canada's best market is the home market. The next best under normal conditions is naturally that which is nearest to us. And as the United States is right at our doors it naturally follows that, in its broadest sense, it should be, next to the home market, our best customer.

That it is not so at the moment does not alter the case. Remove the abnormal conditions, and the fact would soon be proved.

These abnormal conditions have not all been created on the other side of the line. Canada has done some contributing.

But there is this difference: The one was actuated with a desire to maim a rival that promised to be formidable, while the other was moved by the first law of nature —the instinct of self-preservation.

The at least modification of these abnormal conditions is the end and aim of the proposed reciprocity treaty.

There was a time when Canada hungered and thirsted for a reciprocity treaty with the United States much more than she now does. But that does not detract anything from the importance of the movement.

The consummation of an equable treaty would mean, on the one hand, the development of closer relations with the United States commercially, and on the other a lessening of our concern regarding our commercial relations with Great Britain.

The way in which our export trade to Great Britain has developed during the past few years is due, in no small degree, to compulsion rather than to choice. In a good many instances we were squeezed out of the United States markets before we began in earnest to cultivate the British market. Naturally, with the cause of this diversion of trade removed, there would at least be an attempt to again turn trade into its former channel.

But while we want freer access to the United States market, and are willing to give them freer access to ours, Canadians do not propose to pay more than a fair market price for the privilege. It must be a straight up-and-down business transaction. We do not want any undue advantages; neither do we propose that the party of the second part shall. We want a treaty that will be fair to both contracting parties. Any other will only be unsatisfactory, and consequently short-lived. Neither do we propose to be a party to any discrimination against Great Britain.

The Motherland was a friend in need, and we propose to be a friend indeed. For some of our products Great Britain will probably always be a better customer than the United States. Therefore, even from a financial point of view, it is better that we should be honorable.

Whether or not a reciprocity treaty with the United States will be consummated remains to be seen. At present Congress seems more concerned about reciprocity treaties with South American republics, with little civilization and small purchasing power, than with Canada.

The why and the wherefore of this strange and short-sighted policy of the United States is doubtless founded upon the belief that in her Canada moves, lives and has her being.

A greater mistake no nation ever made. Canada's destiny is not in the United States. Nor is it in Great Britain. It is in herself.

We very much want freer trade with the United States. But we want still more to preserve our national honor and entity. And if we cannot get the one without maintaining the other we do not want it.

We are at the parting of the ways. If the United States is willing to be a party to a fair and honorable reciprocity treaty, Canada is willing. If not, there is no harm done. But Canada will be induced thereby to take another step in the direction of Great Britain.

The earnest student of window dressing of to-day becomes the valued expert of to-morrow.

EXIT OF DAIRY POUND BUTTER.

Dairy pound print butter is one of those commodities which promises to join those things which have already gone into oblivion.

The increase in the production of creamery pound blocks may be lending its influence in bringing this about, but the greatest factor is no doubt the large quantity of poor quality dairy pound butter which is being placed upon the market.

Where once this particular kind of butter came direct from the farmer's dairy, a great deal of it is now made up from tub butter, which is frequently anything but first-class.

The natural outcome of this is that both the housekeeper and the retailer have lost faith in dairy pound prints.

Business is peculiar: If you do not push it on it will push you out.

CANADIAN BEANS IN ENGLAND.

THE curator of the Imperial Institute states that there has been a large demand for Canadian beans in the English market, but that owing to improper grading the dealers who purchased the Canadian product have lost money.

Our trade with Great Britain in beans has so far been almost nil. Only twice during the five years ending June 30, 1895, did we send any to that market. This was in 1892 and 1895 and the total quantity for the two years was only valued at $1,223, while the least the United States took from us in any one of the five years was valued at over a $250,000, and her purchases from us during the five years aggregated $1,765,659 worth.

It is evident, however, that although our exports of beans to Great Britain are now small they could be made larger if our exporters chose to comply with the requirements of the market, for the curator of the Imperial Institute has stated there is a demand for them.

The trade in this commodity may never be so large as it is with the United States, but that should not deter us from making it as large as we can.

LIBERAL OFFERINGS OF DRIED APPLES.

Holders of dried apples are evidently beginning to weaken if the experience of the past week, as far as the Toronto market is concerned, can be taken as a criterion.

For some time, as every one knows, there has been a tendency on the part of holders to await making sales in the hope that the market would take a turn for the better, but as a stimulus has been given to the output on account of the unsatisfactory keeping properties of the green fruit, it has been thought better to accept the unusually low figures now obtaining than run the risk of conditions that may be still worse.

Reports generally are to the effect that green apples are not keeping well this winter and that farmers are turning their attention to drying them in order to prevent what might otherwise be a total loss.

THE CANNED GOODS INDUSTRY.

THERE is one of the causes of the present unsatisfactory condition of the canned goods industry in Canada that President Ferguson did not dwell upon in the address which he recently delivered at the annual meeting of the association. And yet, being an experienced canner himself, he could not have been blind to the fact. Delicacy must, therefore, have been the cause of his silence upon this particular point.

We have reference to the qualifications which some of the canners possess for the business into which they have been pleased to call themselves.

The canning industry is one in which practical adaptability and practical knowledge are as essential as in any other business sphere.

But this law has been no more set at naught in any other business than that of canning vegetables and fruits.

The bare thought that there was money in putting tomatoes, etc., into cans seems to have been sufficient to have induced men with more money than common sense to forthwith secure a building and put in a plant, particularly if the agent of some plant manufacturer happened to drop in and take the pains to increase his delusion.

Not knowing how to properly and economically put up the goods, they have been equally at sea as to ways and means of selling goods. Not being able to lead themselves, they have essayed to follow those who had the capacity to lead.

But even in this they failed ; for business men with brains do not, like boys playing hare and hounds, throw out paper to reveal to those following every twist and turn they make.

Almost under any conditions whatsoever the canning industry is no easy one to manage successfully, but in Canada, where the field is small and the competition large, success only comes to men of experience, ideas and push.

Men of this class are always studying new departures and watching incessantly for opportunities to expand their trade both at home and abroad. They do not lie low to try and appropriate the ideas of their competitors. They strike out for themselves, and when they create a good article they do not hide it under a bushel, but they advertise it in a bright, interesting and judicious manner in the best and brightest medium they can command.

PEPPER LOOKS STRONGER.

Wm. Schroder, Amsterdam, in giving the statistics of the Government in Holland, says of pepper on Jan. 7 : Pepper is very firm with a rather advancing tendency. The stocks in Holland have been decreased during 1896 by 1,775 tons, the arrivals amounting to 1,316, the deliveries to 3,091 tons. But not only the stocks in Holland are gradually decreasing, but the stocks everywhere show a decrease. The production is decreasing and will yet more decrease, as the cultivation does not pay at the present values. It is with pepper the same thing as with any other article; overproduction creates its own remedy and I have no doubt that we stand at the beginning of a better period for pepper. Higher prices will, of course, encourage planters in the east again, but it takes four to five years ere the new plant bears fruit and thus we can expect as long a good period as the bad one has lasted.

The student of business becomes the wise man of trade.

AN IMPORTANT STATEMENT.

A most important statement in regard to cold storage was made by the Minister of Agriculture at the annual meeting of the Central Canada Agricultural Association held in Montreal on Tuesday.

Briefly, it was to the effect that, as a result of a conference held that day with the chief shipping companies, arrangements had been completed whereby next summer a complete chain of cold storage would be ensured from the railway stations in Canada through the shipping ports to the English markets.

In outlining his plans he said that three hundred of the creameries in the country would have cold storage chambers, while the railways would provide refrigerator cars from their doors to the large centres where cold storage warehouses are built, or will be built. Then at the shipping ports arrangements have been made to provide until the products are on the steamships. In addition to this arrangements had been made whereby a weekly steamship service between Canada and the chief ports in England would be secured.

Outside cheese, no Canadian farm and dairy produce occupies its proper place on the British market. An efficient cold storage system should help us materially in securing the desideratum.

A LINE FROM MR. BOOMER.

Many readers of THE CANADIAN GROCER will be glad to hear from H. C. Boomer, formerly of Warren Bros. & Boomer. He is now traveling around the world with the Misses Boomer, and they are evidently enjoying themselves very much. In a private letter to a member of THE GROCER staff he says : "I want to congratulate you upon the Fall number of THE CANADIAN GROCER, which, in my humble opinion, is your best yet. It does you infinite credit.

"I get the paper regularly, which keeps me well posted as to what is going on. Since I saw you I have been traveling more or less continually, having to some little extent seen Great Britain, Germany, Switzerland, Italy and France, and, when all is said and done, I must confess I have yet to find a place to suit me better than Canada and Toronto, and, which is better still, I have seen no people yet to equal the Canadians. I hope to return to England in April and Canada in May or June.

"I notice Capt. and Mrs. Morrow, New York, are registered at the Langham Hotel, Paris. This is, I presume, our old friend John.

"I suppose you are experiencing severe winter weather. Here it is like May ; the oranges and lemons are ripening on the trees ; the early vegetable plants are just above the ground, looking fresh and green."

Many a man's life is a failure because he neglected to watch his opportunities.

THE POSITION OF CURRANTS.

STRENGTH is still the feature of the currant market. This is indicated by further advices received this week on the Toronto market.

The price of Filiatra currants is from 9d. to 1s. per cwt. higher than it was about a month ago, while the finer grades, such as Amalias and Patras, are fully 1s. 3d. higher compared with the same period.

In the two latter grades the Patras market is almost bare, and shippers advise their agents in this country not to ask quotations on them.

The cause of the relatively higher price which rules on the Amalia and Patras grades is largely due to the large demand that is being experienced from Continental Europe.

Mail advices from Patras, Greece, to the 5th inst. give a comparative statement of the exports of currants as follows : To Great Britain and the Continent the total shipments for the season of 1896-97 to the end of December last year were 88,019 tons, as compared with 98,874 tons for the season of 1895-96 ; to the United States the shipments were 10,975 tons, against 7,980 tons last season. To Canada there were shipped this past season 1,198 tons, as compared with 1,164 tons a year ago. The shipments to Australia amounted to 2,261 tons this season and 1,502 tons last year. The total shipments from Greece for the season of 1896-97 at last mail advices amounted to 106,482 tons, as against 109,523 tons for the corresponding period last year.

MR. EDWARD GURNEY.

IN the year 1843 two brothers, Edward and Charles Gurney, came from the state of New York into Upper Canada, and settled in the then town of Hamilton. In those days the lines were pretty strictly drawn between the Yankees and Canadians, and these men had reason to complain of the limitations under which they were placed because of their nationality. But soon the name came to be a synonym of thrift and industry, and their nice sense of honor commended them to their neighbors. It was not long, therefore, before they took first rank as citizens of that burg. Although always interested in public affairs, they never became what might be called technically public men, rather shrinking from that designation. They could not be called colorless in relation to religion or politics, and they were dominant in business in the community in which they lived. Both of these men maintained a good name, acquired throughout long life, and have passed to their reward.

Mr. Edward Gurney, the subject of this sketch, was the son of the elder of these two brothers, and claims special interest to-day because of his recent election to the responsible and honorable position of president of the Toronto Board of Trade. Born in the town of Hamilton (for it was then only a town, in the year 1845), he was educated in the private schools of that town, which immediately preceded the establishment of the public school system, and speaks with some humor of the earnestness displayed by the masters of those days in their methods of discipline. He passed through the different forms of the common school, and, with a short interregnum amongst the Quakers of Prince Edward County, and another short period at the Phillips Academy, of Hamilton, may be said to have finished his education in the common school.

The conception of practical education which we hold now was not then even new, but was held by the father of this particular boy, who, during the holidays and other intervals in the process of ordinary education, compelled his son to take the practical education of an apprentice in the different departments of the foundry business.

On leaving the school Edward Gurney passed into the hands of another schoolmaster, namely, the manager of the business, who advanced him grade by grade until he in turn was fitted for the management of a business of this class.

Mr. Gurney always speaks in high terms of this man, who taught him to read, or, in other words, gave him a taste for the best literature, at a time when without such guidance he might have made a less valuable selection for himself.

In 1869 the firm of E. & C. Gurney purchased the business of the late John McGee, of Toronto, which business was placed in charge of the subject of this sketch, who has resided in the "Queen City" since that date. At the end of the first five years of business here, the advance had been so marked as to require the erection of larger premises. The present site was selected on King street west, and buildings erected, which indicated by their size a good deal of faith in the future of Canada and in the executive capacity of the man in charge, as measured by the judgment of the proprietors. From time to time these premises have been largely increased, until to-day they are easily the largest of their class in the Dominion, and take rank with the large concerns of the United States. In 1891 the firm was turned into a joint stock company, under the style of the Gurney Foundry Co., with Edward Gurney as president.

Mr. Edward Gurney, President Toronto Board of Trade.

In 1887 Mr. Gurney established a branch of the business in Boston, Mass., where he spends a small portion of his time, that concern being so organized as not to require a very great share of his attention; the same remark might be applied to the Gurney-Massey Co., of Montreal, which was also established under his general direction.

The remarks made concerning the attitude of the father and uncle of the subject of this sketch may be said to apply quite justly also to him. While not willing to avoid any responsibility that belongs to him as a citizen, he has successfully resisted hitherto every attempt to bring him into public life of the city or the Dominion, and although he may be said to be amongst our well-known citizens, he cannot, up to this time, be held to be a public man. THE CANADIAN GROCER hopes, however, that this will not always be so. The country is in need of practical business men who will devote their time to public affairs.

As a business man Mr. Gurney ranks high. As already intimated, he began at the foot of the ladder, and the knowledge which he gained while climbing to the top has been invaluable to him: To-day he can stroll through the molding shop and, at a glance, tell whether this or that workman is doing his work properly or not, and in the business office he is fully cognizant of all the details. Like an able-bodied seaman, he knows every rope.

The head of such a firm as that of the Gurney Foundry Co. should necessarily be a far-seeing man. Mr. Gurney is well equipped in this respect, and, if anything, to a more than usual degree. He is a stickler for system, and, for new ideas for the promotion of his business he is ever on the outlook, while his judgment is sound and frequently sought after. Besides his business qualifications, he is a persistent reader and a deep thinker. And his reading and thinking have made him one of the most broad-minded of men. Toward his employes his disposition is the most kindly, and he has men in his employ to-day who came with him from Hamilton in 1869.

Another thing that is peculiar with Mr. Gurney is his temperament. "During all the years I have been associated with him," said a friend of his to THE CANADIAN GROCER, "I have never once known him to lose his temper."

The Toronto Board of Trade is to be congratulated upon its new president, and it is to be hoped that now Mr. Gurney has stepped into a semi-public position he will ultimately be persuaded to take that other step which will make him a full-fledged public man.

HALIFAX TRADE GOSSIP.

GOOD sleighing is the rule just now and consequently there is a slight improvement in trade, which it is hoped will continue and increase. Trade in the Annapolis Valley and the Island of Cape Breton is none too good and particularly with the former the outlook is none too hopeful. This result is brought about by the small returns on apple shipments.

Green fruits are in fair supply, but the demand is limited. Nova Scotia cranberries are worth $6 to $6.50. Canadian onions are worth 1½c., and American, 2c. California navel oranges are selling at about $4.50 per box of 150; Valencias, regular size box, sell at $3.25, and special large at $4.50. These prices are shaded 10 and 15 per cent. on five-case lots. Cocoanuts are worth $4 per 100. Lemons sold this week at $2.50 to $3.50 in single-case lots. Malaga grapes bring $8 per barrel. Trere is nothing doing in bananas. The quotation is $2.25 per bunch. Apples are plentiful and cheap. First-class fruit can be had at $1.25 per barrel, and a fair article can be had at 75c. to $1.00.

Stocks of dried fruit are small, though sufficient for the demand. Valencia layer raisins in 100-box lots are quoted at 6½c., and in 50-box lots at 6⅝c.; smaller lots are quoted at 7c. Fine off-stalk are quoted at 5½c. in 100-box lots, and 5⅝c. in lots of 50 boxes; in small lots the quotation is 6c. Prunes are worth 5½c.; dates, 6 to 6½c., and currants 4¾ to 5c. Evaporated apples are quoted at 4¾c. Table figs in 10-lb. boxes sell at about 11c.

Flour dealers continue to tell their customers that prices are sure to go higher, but the gods seem to be against them just now, as the advance does not seem to materialize. A local dealer puts out a sign announcing that he is retailing choice brands at $4.75, and this puzzles both the dealers and millers' agents. Halifax prices to-day are about as follows: Hungarian patents are worth $5.85 to $6; Manitoba strong bakers', $5.60 to $5.70; Canadian pastry, $5.10 to $5.20; 75 per cent. roller patents, $4.80 to $4.90; 80 ditto, $4.70 to $4 85; 90 ditto, $4.60 to $4.70; straights, $4.50 to $4.60; extra, $4.20 to $4.30.

Fish dealers are anticipating a brisk demand for the coming Lenten season. There is a fair export trade. The schooner Minnie Maud is the only vessel loading to-day. She is bound for Porto Rico. Grocery cod is still wanting. Prices are: Dry cod, shore prime, $2.50 to $3.50; small bank, $2.50 to $2.75; large do., $3 to $3.25; haddock, Cape Breton, $1.75 to $2; hake, $1.50 to $1.75; pollock, $1.50; Bay of Islands herring, No. 1, $1.50; Labrador do., $6; alewives, $3.25; mackerel, No. 3, $6; No. 2, $9; No. 1. $11; salmon, No. 1, $17.50; No. 2, $15.50; No. 3, $13.

The refinery reports prices steady, but the amount of business is really insignificant. Quotations are: Yellows, 3½ to 3⅝c. for bright and 3⅜c. for fair.

Quotations on molasses have been shaded considerably of late and bargains can be secured without any trouble to-day. Quotations nominally are: St. Croix, 27c., Porto Rico, 30 to 32c.; Trinidad, 27c.; Barbadoes, 31c.; Demerara, 39c.; St. Kitts, 25c.

P.E.I. produce is showing signs of improvement on account of the fact that shipments have ceased. All the vessels have about cleared out their cargoes. Potatoes have advanced somewhat and dealers are asking about 35c. ex store. Oats are still obtainable at 28 to 30c., and as there are over 20,000 bushels in store on Island account no advance is looked for in the near future.

What little business there is doing in butter is in Canadian rolls, which are jobbing at 15 to 16c. Fresh creamery in prints is selling at 21c., and tub creamery at 20c., which are about last week's quotations.

Selected stock, P.E. Island eggs, are scarce at 18c. Good Nova Scotia case eggs are quoted at 19c.

The domestic cheese market remains unchanged in tone and price. The cash quotation is about 11c.

There was a small sized boom in Canadian beef at the close of last week. The price was 5 to 6c. per lb.

There is a good demand for Canadian poultry, and barrel lots of turkeys sell at 11c. (undrawn). Geese are worth 9c., and are very fat and tender. Canadian poultry is growing very popular on this market.

Dressed hogs are worth 5c. this week.

Some of our retail dealers are waging a war in canned vegetables. One firm advertise as follows: "1 can tomatoes, 1 can corn, 1 can beans, 1 can peas, 25c." Another firm went one better and announced: "1 can of corn, 5c." The goods are in good order, and, it is needless to say, are selling fast.

THE CARP.

The extermination of the carp has been seriously recommended by several newspapers and by some of the fish commissions of states who have read the essays of the aforesaid newspapers or heard of them at their angling association rooms. The carp is a good, wholesome food fish; it grows large and is readily sold in the markets; consequently, it has considerable value to the fishermen.

The statement recently published in a Missouri paper that "it feeds upon the spawn of every other variety of fish, and very rapidly depopulates streams and lakes of everything but its own kind," would be important if true, but it is not true. It is time to stop such silly twaddle and give the subject the full and fair consideration which it deserves.

The carp is worth at least $80,000 a year to the fishermen. It is eaten with enjoyment by thousands of people. Having no teeth in its jaws, its powers of destruction are far below the known rapacity of such species as the black bass, the pike perch, the trout and a host of other game fish. Give the carp and the fisherman a chance. When the truth becomes known it will be discovered that both possess many good points. —Fishing Gazette.

UNSATISFACTORY SALT TRADE.

The English salt trade in 1896 has been by no means satisfaatory; the returns just issued show decreased shipments amounting to 57,984 tons. The total exports and coastwise shipments amounted to 1,022,617 tons. The greatest falling off is evident in the Mersey shipments, which are 81,619 tons less than in 1895. The Liverpool trade was 93,441 tons behind that of the previous year, but the Runcorn exports were 11,822 in excess. In exports the United States shows the greatest falling off, they having taken 119,096 tons only, as against 157,037. This is a reduction of 37,941, which is closely followed by a decrease of 34,929 to Asia.

BEHIND THE COUNTER.

The whole world seems against you?
Brace up, man, and hustle!
Joys come but to the few?
Thev're for all who'll work!
But they won't come if you mope,
And fritter away your chances;
While life you've got to cope,
And seize all it advances.
They only lose who shirk!
So jump into the tussle.
Brace up, man, and hustle!

GROCERS' SHOW WINDOWS.

IT is seldom that the department stores exhibit groceries in their show windows, but when they do they certainly produce effects worth seeing. The only time the writer has ever seen a crowd of ordinary shoppers of the fair sex staring into a grocery window has been when some professional window-dresser has exhibited his skill at trimming a department store window with groceries and the results are free to public inspection.

A characteristic grocery window display at this season is to be seen in a certain city store. A paper covered board has been placed within an inch or less of the glass pane, for about two feet up from the bottom of the window, and between the board and the glass enough loose muscatel raisins have been dropped to give the appearance of a solid mass of fruit. From the upper edge of the board, a piece of planking also covered with paper extends back about a foot, and the raisins are strewed upon it to complete the illusion began by the arrangement below. About 10 pounds of fruit are used in all. Above and behind the raisin display are a number of boxes of dried fruit, piled up with the open tops facing the spectator, the whole forming a solid pyramidal mass running nearly to the top of the window and shutting out a good deal of light from the store. The boxes contain magnificent cluster raisins, fancy prunes and evaporated apricots and peaches. A very fine sample of citron is laid on the loose raisins, exactly in the centre of the window.

Almost opposite to the store just mentioned is a tea store where gift schemes are used. The window here makes a brave display with tea and coffee in shallow pans, but the specimens of chromos exhibited outnumber all other articles in the window. These chromos are oblong, panel-shaped pictures in white frames, and really have some pretensions to beauty. The place of honor in the window is occupied by a large leather case containing a gold-plated set of spoons, forks and knives, which, with the chromos, are used, of course, as premiums to draw trade.

Totally different from either of these displays is that which a certain department store in Greater New York made for a few days around Thanksgiving. Here no attempt was made to crowd the window, which was spacious enough. Only seasonable goods were used—raisins, prunes and nuts, and preserved fruits in glass, also oranges. But only a few of each, and those were scattered about so that there looked to be less than there really was.

Near the centre of the window a couple of light stands, with two shelves, one at the top and the other midway to the floor, were fastened, about three feet separating them. The shelves on each side of these stands, circular in shape, were edged with oranges —about half a dozen of the fruit being used on each shelf, each specimen being three or four inches apart. A few prunes and dates were scattered in the circles formed by the oranges.

At each end of the window hung a set of glass oval shelves, tapering upwards from large to small, on which were placed magnificent specimens of raisins, etc., also bottles of brandy, fruits, etc. On the floor of the window several small drums of figs and boxes of dates, citron, orange peel and raisins were laid, with the tops off, and here and there a basket of nuts attracted the eye, lying on its side with the nuts partly spilled from it. It is difficult to give every detail of this window, but it produced an effect that was surprising, in view of the few things made use of for the purpose. — Merchants' Review.

TWO WAYS OF GETTING CUSTOMERS.

There are two ways for a grocer to get customers to his store. One way is right, honest and businesslike; the other is wrong, dishonest, unbusinesslike and contemptible. The first way is to please the customer, keep good reliable goods, make a fair profit, treat children as nicely as grown people, and be clean, orderly, quick, attentive and courteous. The second way, which ought to be detested by all grocers is, in luring customers to the store by fake advertising, selling below cost, giving away presents, damaging the name and honor of a competitor and tipping the cooks and servants. I hear that so-called good grocers are doing the latter to a large extent, giving the servants regular monthly allowances or sending them bottled wine or liquors. Members of the Grocers' Union should not do it. Any one who is practising this method should not be a member. It is entirely wrong. If this is kept on in such a way that all business men have to do it in order to save themselves and their business from going under, where would it lead to in the end? It would be a large extra addition to the expense account. Servants, who leave one place, would go to another, and the first thing they would do, ask the unsuspecting grocer for the allowance which they were accustomed to receive in the former place. One servant would tell the other, by and by the same demand will be made by all servants upon all grocers. This evil is just commencing to grow; it should be stopped at once by all right-minded grocers.—"H. G.," in Retail Grocers' Advocate.

GROCERS STILL GETTING RICH.

TIME has brought wonderful changes in every line of business and there is no end to the changes constantly going on. As a rule the changes, however, are no financial improvement. The prevailing tendency is continual depression. Competition seems to have the same influence upon the retail business as it does upon wages, and that tendency is a continual reduction of the annual earnings, in most cases, except with a certain class of concerns, that continue to grow larger with the population. The average retail grocer of to-day, at least in the large cities, cannot make as much money as he could twenty years ago, although there may be many who make more. The reason for this is not difficult to find. Almost every article sold in a store has become cheaper. There was a time when starch was sold at 10c., sugar at 15c. or more, soda at 4 or 5c., etc., and when the price of groceries was almost twice as high as it is to-day. The percentage of profit at that time was about as high as it is to-day, but the expenses were much less in proportion to receipts. If the goods are twice as high a clerk naturally takes in twice as much money as he would when they are twice as cheap. The higher price paid for the goods naturally increases the amount of money taken in the same proportion. There are less clerks needed to take in $100 per day when prices are high than when they are low. Rents are just as high now as 20 years ago. The expenses are higher than formerly, consequently the annual profits are usually lower. There are a number of other causes that have reduced profits, such as the growth of department stores, the cheap stores of people who buy directly, and the tendency is to continue in the same direction. There are some redeeming features, however, such as shorter hours, etc., and after all there is still a number of grocers who manage to get rich.—Retail Grocers' Advocate.

GAS FROM MOLASSES.

Owing to the low price of molasses it is proposed in Germany to use it for the manufacture of gas. It has long since been demonstrated that 100 pounds of calcined molasses are equivalent to 30 pounds of oil, and it is possible from 220 pounds of the residuum to obtain nearly 2,000 cubic feet of gas which may be used for heating purposes. If we admit that 35.3 cubic feet is equivalent to 6,000 calories (or one-half the number in the same volume of gas from coal), it would be possible to calculate exactly at what price the gas could be made from the residuum. There would remain potassa, etc.. which have also a commercial value.—Picayune.

PEEP INTO A SPICE MILL.

I HAD a brief run through a coffee and spice mill a few days ago. The mill was that of the Toronto Coffee and Spice Co., Ltd., Bay and Esplanade streets.

H. H. Suydam, Pres. and Treas.

Tongue and pen would fail me to tell all I saw. The building on the one side faces the east, and, on the other, the south. It was in the middle of the afternoon when I strolled into the place, and the sun was streaming in through the windows of the private office, which faces both the east and the south. First impressions are often lasting. And the first good impression which the bright and cheery private office gave me did not depart, even when I was groping my way in the darker parts of the mill.

Mr. J. A. Watson and Mr. J. D. Roberts kindly undertook to guide me through the mill and explain to me the mysteries appertaining to an industry of that kind.

On the ground floor, in the rear of the private and business offices, is the laboratory, where the firm's chemist, among his gigantic bottles of varied colors, was busy producing the flavoring extracts, such as lemon, vanilla, etc., which are now so necessary to every grocer's stock and every housewife's kitchen.

Just outside the chemist's laboratory was a machine which looked like a gigantic funnel, and seated at it was a young woman (and not a bad-looking one, by the way) dexterously filling paper tubes of about eight inches long, with a coffee-like looking substance. This, it was explained, was coffee extract, while the machine was the only one of the kind in Canada. On the same floor, further on, were a number of girls putting up and labelling cans and glass jars of baking powder.

In the rear of the ground floor is located the shipping room, where a number of boxes were standing ready to be lowered through the door into the wagons standing below in the lane outside, the floor being about eight or ten feet above the ground.

On the second floor are situated the pepper, cinnamon, coffee and other mills; also the coffee and chicory roasters. Most of the machinery on this flat is of the latest and most improved design.

What interested me a great deal was the roasters. They stood side by side in the middle of the floor, encased in walls of brick strengthened by bands of iron. The roasters were long boiler-shaped machines which revolved rapidly, while a brisk coke fire burned beneath.

"We use coke," explained Mr. Watson, "because it gives a steadier heat and emits no gas."

The capacity of the coffee roaster is 4,000 pounds per day, and a new batch of coffee is run into it every 30 or 35 minutes. The capacity of the chicory roaster is 1,200 pounds per day, and it takes an hour for this machine to put a batch into condition for grinding. In front of each roaster is a large tray about six feet by four, with a woven wire bottom. When the coffee or chicory is roasted sufficiently it is run into its respective tray, while a huge power fan is set simultaneously revolving to draw the smoke through the bottom of the trays and drive it through a flue into the chimney. Besides drawing off the smoke, this fan also, in a few minutes, cools the contents of the trays.

"In the old days, before this fan was brought into requisition," said Mr. Watson, "this room would become so dense with smoke when the coffee or chicory was emptied into the trays, that you could not see your hand before your face."

J. D. Roberts, Vice-President.

Alongside the roasters is the chicory grinding machine, with its long trough-like sieve of five different meshes for producing as many different merchantable grades of chicory.

In another part of the same floor was an intricate and most interesting coffee mill. It is known as Burns' granulator, and is for grinding fine grades of coffee only. As the coffee comes through the rollers it is carried along a narrow sieve of about three feet in length. All that reaches the end of the sieve without falling through is conveyed into a pocket and then back through a worm into the mill again. And so the operation goes on until all becomes fine enough to pass through the vibrating sieve. A feature of this machine is a little rotatory fan, which blows out from the coffee that white fluffy substance which is found in the heart of every bean.

"You may as well drink tobacco water as that fluffy stuff," explained Mr. Watson, as he gathered up a handful of it from the receiver. "It is as bitter as gall. There is about a pound and a half of this fluffy stuff to a hundred pounds of beans."

The capacity of this mill at moderate running rate is 1,500 pounds per day, and the coffee which comes from it is supplied to the leading hotels in Toronto, and also in the east as far as Halifax.

"Is this sand or pepper?" I jocularly remarked, as I pointed to a barrel of white pepper standing in the pepper mill room.

"It is pepper, pure and unadulterated," rejoined Mr. Watson. "And, what is more, I'll give you a dollar for every pound of compound you can find in this factory. We make no compound goods unless especially ordered."

The third floor is used as a storage department for the firm's raw material, while in the basement is stored most of the stock which the firm carries, and there is also stationed there the 30 horse-power engine, which drives the various machines in the mill.

The Toronto Coffee and Spice Co. turns out large quantities of flavoring extracts, but its specialty is coffee, pure spices and baking powder. Its business extends from Halifax to Victoria, and five travelers are employed covering the ground in addition to the traveler who looks after the firm's interests in the city.

The company's trade mark is the word "Orient."

There was Orient here and Orient there,
And Orient did meet my gaze everywhere

as I looked upon coffee tins, baking powder packages, bottles of flavoring extracts, etc.

The Toronto Coffee and Spice Co., Ltd., was organized three years ago, and is now further strengthened by Mr. J. D. Roberts, formerly of the Pure Gold Manufacturing Co., becoming a member of the company, taking the office of vice-president.

Since its inception in 1893 the firm's business has grown rapidly, the output, reckoned in dollars, being over 300 per cent. larger in 1896 than in 1893.

The president of the company is Mr. H. H. Suydam. He is a sharp, shrewd, affable business man, with an eye which gallops up and down a man and looks through him in a moment. He is a native of the United States, and came to Toronto about two years ago from Toledo to accept his present position of president and business manager. Since he entered

J. A. Watson, Sec. and Mgr.

the company, its output has more than doubled.

Mr. J. D. Roberts, the vice-president, has been actively engaged in the spice business for over ten years. His experience in mercantile life began 22 years ago, when he became a grocer's clerk in St. Thomas. In 1880 he went to the Sandwich Islands, where he was engaged in the coffee business. Ten years ago he returned to Canada and entered the employ of the Pure Gold Manufacturing Co., of Toronto, accepting the position of representative in Manitoba and British Columbia. Three years ago he became manager and junior partner of the company. As stated last week, he retired from the firm on the 1st inst. and connected himself with the Toronto Coffee and Spice Co. Mr. Roberts is one of the best salesmen in the country, and in his new position will superintend the selling of the company's goods and also have charge of the traveling staff.

Mr. James A. Watson, the secretary of the company, may be said to have been to the coffee and spice business born, his father being the late Mr. James Watson. Indeed, his father was once heard to declare that he found him in a coffee sack. He joined his father in the coffee and spice business eleven years ago, going right into the mill, and there beginning with the mechanical part of its mysteries. Four years later found him upon the road as traveler, and in that capacity he spent five years. He is known in the trade as an expert coffee man, and his peculiar duties in the firm are the buying of goods and the management of the mill, while in addition to these he keeps an eye on the wholesale trade.

This ought to be a business-winning triumvirate.

PRACTICAL POINTERS FOR THOSE WHO SHOOT.

A pocket edition of "Practical Pointers for Those Who Shoot" has just been issued.

It is a book for those wishing to know what rifles, pistols or pocket rifles to choose for various purposes. Positions adopted by experts in rifle and pistol shooting are shown by handsome engravings. Directions for building a rifle range. All the recognized targets used in rifle or pistol shooting are described, and shooting rules governing competitions are given in full.

Any readers who wish one can have a copy sent by sending a postal card requesting it to The J. Stevens Arms Co., Chicopee Falls, Mass. It is a useful little book for shooting men to have by them.

BOARDS OF TRADE.

TORONTO BOARD.

THE annual election of the Toronto Board of Trade was held on Tuesday, but the interest was not as great as usual, which is accounted for by the fact that the four leading officers president, first and second vice-presidents and treasurer—had been elected by acclamation a week ago. The officers for 1897 are as follows:

President, Edward Gurney; first vice-president, Elias Rogers; second vice president, A. E. Kemp; treasurer, W. D. Alexander.

Council—E. B. Osler, D. R. Wilkie, William Christie, W. D. Matthews, H. N. Baird, W. G. Gooderham, J. G. Spink, S. Caldecott, M. C. Ellis, J. Herbert Mason. J. H. G. Hagarty, John Carrick, Ed. W. Cox, George Keith, John Flett.

Industrial Exhibition—John L. Coffee, W. B. Hamilton, Geo. A. Chapman.

Harbor Commission—W. A. Geddes and Wm. Galbraith.

Board of Arbitration—Thos. Flynn, J. D. Laidlaw, J. H. Sproule, C. W. Band, R. S. Baird, Noel Marshall, W. Ross (Port Perry), W. Cooke, D. O. Ellis, J. E. Pearen (Brampton), C. Goode, J. J. Higman.

Mr. Osler, the retiring president, spoke in part as follows:

The year 1896 will be memorable in Canada through the advent to powor of the Reform party after more than 18 years in opposition. The dread of serious change in the fiscal policy of the country by the new Government has to some extent checked enterprise, but I am sure that the general belief is that there will be no damage done to our industries, and that changes in the tariff will be made only after most careful consideration, and with due regard for established industries. I believe that all parties recognize fully the great importance to this country of having a large and prosperous manufacturing community within itself.

Much is expected of the present Government. If they can advance the prosperity of the country, increase immigration, help to develop our industries and our national wealth, they will receive full credit and support from all true Canadians.

I believe that, first and above all other immediate necessities for our development, is the building of the Crow's Nest Pass Railway to let our merchants and manufacturers into our own mining district, East and West Kootenay, etc. British Columbia is to be in the immediate future one of the great mining regions of the world, and the Rainy River District in Ontario bids fair to even rival British Columbia. Miners are always good customers to merchants and manufacturers. As a rule they buy high-class goods at full prices and pay cash. At present the bulk of the miners' trade in British Columbia is with Americans. It belongs to Canada, and we must have it.

Money for Words.

We will pay cash 25c. per 100 for the words SUNLIGHT SOAP, cut from top of Sunlight Soap wrappers. . . . . .

10,000 WANTED.

It will pay to send for samples of our . . .

New Patent Counter Check Books and Trade Due Bills

That are equal to money and save time and annoyance. . . . . .

James K. Cranston, - Galt, Ont.

The opening up of the mines in British Columbia and the Rainy River District will give Manitoba and Ontario farmers a market, give our merchants and manufacturers a market, and generally do much to promote the interests of Canada. I believe that the trade with the mines is going to develop to an enormous extent, and to our merchants and manufacturers, if they are enterprising and energetic, a splendid field is opening up, and a period of expansion and success is before them.

I wish I could speak with more certainty of Toronto's future. We have here everything that is necessary to make a prosperous city; but, for some reason or other, we have stood still for many years past. No real enterprise has been taken up by our citizens since the days of the late George Laidlaw, when our merchants and citizens banded together and built railroads reaching out in all directions, rapidly adding to our wealth and population.

Since then we have been ready to go into all sorts of schemes, voting large sums of money to carry out "fads"—among them the Don improvement, the Court House, enormous local improvement expansion, and anything that would cause money to be spent, if it could be borrowed on the credit of the city, without giving one thought as to what would be the result. The result has been to add enormously to our debt and taxation, without adding in the slightest degree to our prosperity.

Mr. Edward Gurney, the new president, spoke in part as follows:

I have nothing but words of commendation to utter regarding the relations that have existed between the board and the authorities of the city. We have always been met in the kindest way, and have had afforded to us every facility required to secure a knowledge of questions affecting the interests of the business community. I shall ask your co-operation in endeavoring to exert an influence in the direction of conserving the interests of the business com-

munity against the too manifest purpose of increasing the obligations of the city, and thereby increasing the annual tax on business, whereby this best of all Canadian trade centres is being gradually emasculated.

The board should be keenly alive to everything that concerns the business public in the mining territory, so rapidly filling up with people, in this province and in British Columbia. Subsidies are being freely suggested, and the issue will soon be clearly declared as between the bonusing of a company to build certain roads, or the building and control of the roads by the Government. Our past history warrants the greatest solicitude as to the decision to be reached. You may exercise a potent influence if you will. I shall endeavor to secure all facts that are attainable, and shall do what I may to influence the Council to send all these facts with their conclusions on to you. The Crow's Nest Pass is said to be valuable to Canada in a degree hard to exaggerate, and we are enjoined by our British Columbia friends to hold that pass against all comers, as the condition precedent of all others to the future success of that country. These representations have been made recently to the Government by a deputation sent here for the purpose. We should be seized of the facts at as early a date as possible, and should exert an influence to conserve whatever interests this country may have in that district, which might otherwise be endangered.

Perhaps no city in the world has been as frank as Toronto in an exposition to the world of what are sometimes called its "outs." We have overbuilt. We have too many houses, too many stores, but the excess of dwellings is not much above the normal; while as regards store property, the excess of vacancies is so thoroughly understood to be attributable to the changes of trade growing out of the establishment of great departmental stores, that it should not be accepted as an indication of a lessened business. This cause has also had its part in affecting the jobbing in certain lines of trade; this has affected individuals sadly, but the change shall come. Manufacturers' agents from Europe and the United States have come amongst us, and Toronto, like other western cities of America, must adjust itself to the changed conditions. The business may be done by different men and in a different way, but the business will be done. The houses may belong to different owners, but we have the houses and they will be occupied. Toronto is not a finished city; it has a great future, and upon us rests the responsibility of a rapid or deferred recovery.

While I do not approve of a permanent bankrupt law, thereby justifying in the minds of traders of the baser sort the idea that somehow some unknown sum less than 100 cents is right, and that such a law is an indication of the expected in commercial affairs, I know that I stand pretty nearly alone in this view, the general feeling being that the equitable distribution of the proceeds of an estate is the main thing to be attained. I do, however, so far agree in the immediate necessity of such an enactment as to advocate it, and shall urge the Council to take the matter up with the Government at as early a day as possible, for the relief of many worthy debtors who have been, or may be, driven from the country by the renewal of judgments against them year after year, even when it is conceded that they have been just in their treatment of their creditors.

CHARLOTTETOWN BOARD.

The Charlottetown Board of Trade have elected the following officers for this year: President and councillor to Maritime Board H. Haszard; vice-president, W. H. Aitken; sec.-treas., E. T. Higgs.

MONTREAL BOARD.

The results of the elections for the Montreal Board of Trade were given out Wednesday. The new officers and council are as follows:

President—Jno. McKergow.
1st Vice-president—Jas. Crathern.
2nd Vice-president—C. F. Smith.
Treasurer—Hy. Miles.
Council—H. Stikeman, J. W. Pyke, Robt. Mackay, W. B. Mathewson, D. Watson, C. Chaput, G. G. Thomson, F. W. Evans, Chas. McLean, A. J. Brice, E. L. Bond, and A. W. Stevenson.
Board of Arbitration—E. B. Greenshields, R. Bickerdike, R. Archer, W. W. Ogilvie, E. Judge and D. Robertson.

HALIFAX BOARD.

These are the newly-elected officers of the Halifax Board of Trade:

President—George J. Troop.
Vice-President—George Mitchell and W. A. Black.
Treasurer—H. G. Bauld.
Council—Geo. S. Campbell, E. G. Kenny, A M. Payne, Geo. E. Fau kner, J. E. DeWolf, M. Dwyer, A E. Jones, James Morrow, Geo. E. Boak, R. Pickford, A. Stephen, J W. Allison, Thomas Fyshe, H. L. Chipman, Hon. L. G. Power.
Auditors—Geo. E. Faulkner and E. G. Kenny.
Board of Arbitrators—T. Fysche, J. C. Mackintosh, A. M. Payne, H G. Bauld, A. E. Jones, J. E. DeWolf, Hon. L G. Power, J. A. Chipman, Geo. E. Boak, Geoffrey Morrow. W. A. Black, I H. Mathers.

BURMAH RICE CROP.

The official summary of the reports on the rice crop of Lower Burmah says: "The total area of rice under cultivation in the fourteen chief rice-producing districts in Lower Burmah is now estimated at 5,240,416 acres, or 172,269 acres more than the area actually under cultivation last year. Crop prospects are on the whole excellent. It is estimated that there will be available for export 1,800,000 tons of cargo rice, equivalent to 3,058,000 cwt. of cleaned rice."

NUT MEATS.

NUT meats are used mostly for confectioners' purposes, but they are sold also for domestic use, for home cake and candy making, and for table use as dessert. The meats chiefly sold are those of the English walnuts, pecans, hickory nuts, black walnuts, Brazil nuts and almonds.

Years ago, when the consumption of nut meats was comparatively small, the nuts were cracked by hand, now they are shelled by patented machines of ingenious construction, varying in their method of operation according to the kinds of nuts for which they are designed. Such nuts, for example, as pecans and English walnuts, the meats of which are formed in substantially uniform halves, are fed into hoppers from which they fall singly between knives so arranged that they cut only the shell, without cutting or marring the meat. From the cutters the nut drops upon a sifter, constantly shaken, where the shells are shaken clear of the meats and thrown off. The nut meats are left entire, and they are seldom broken. The meats are then separated into halves to remove the fine partition that divides the nut.

Brazil nuts are put into machines that cut the ends from the nut; the structure of the Brazil nutshell is such that all or the greater part of the shell is usually detached by the operation of cutting the ends. Whatever may remain is cut off with knives by hand. Hickory nuts are cracked in machines. It is impossible to get whole meats; there are likely to be some halves, but hickory meats are usually in fragments.

The various nut meats, when they have been taken from the shells, are put through a drying process in blowers to remove superfluous moisture; the meats keep better when properly dried. Nut meats packed for domestic use are put up in half-pound and pound paper boxes. The usual commercial packages of nut meats are twenty-five and fifty pound boxes and barrels containing about 150 pounds.

Nut meats are also imported. Of the imported English walnuts, about 60 per cent. come in the form of meats; the filberts imported are shelled almost altogether. From this country pecan nut meats are exported. —N.Y. Sun.

BACK FROM ENGLAND.

Mr. C. E. Colson, Montreal, the Canadian representative of Crosse & Blackwell, has just returned from a two months' trip to England. He reports the past year as having been a prosperous one with the trade over there, one of the best they have had for some time.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

THE wholesale trade during the past week has not exhibited much life. As far as the influence of the proposed tariff revision is concerned, it has a double effect. For instance, while it tends to induce to buy sugar sparingly the suggestion that a duty may be put upon tea is causing a stimulus to the demand for that commodity. Canned goods are still in light demand, although firmness is still the feature of tomatoes and peas. While the demand for teas is perhaps not as brisk as it was, still a larger trade is being done than is usual at this time of the year. Coffees are meeting with a fair enquiry. Sugar is decidedly dull, with prices locally as before. There is very little doing in either syrups or molasses. Currants continue strong, but as far as business is concerned there is scarcely anything doing in any kind of foreign dried fruit. The foreign green fruit trade is also quiet.

CANNED GOODS.

The firmness of tomatoes and peas is still the feature of the canned goods market. The poor quality of corn on the market is the cause of some lack of confidence in the market for this commodity. The position of salmon is unchanged. It is the opinion that the low-priced salmon, at least some of which is showing excellent value, will injuriously affect the sale of the better grades. The demand for all kinds of canned goods is light. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, $1.15 to $1.30; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.37½ to $1.40; "Maple Leaf," $1.37½ to $1.40; Lowe Inlet, $1.30 to $1.35, in tall tins; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.20 to $2.40 for tall tins; flats, $2.85 to $2.90; Canadian canned beef, 1's, $1.20 to $1.35; 2's, $2.30 to $2.50; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

Wholesalers are experiencing a fairly brisk demand for Brazilian coffees, which are, according to latest advices, rather easier in the primary market. The finer grades of Rio coffee are still scarce. Maracaibo coffees are a little firmer. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

The refineries are selling a few syrups, but business in this line is, on the whole, dull. Offerings are fairly liberal. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There have been some transactions during the last few days in New Orleans molasses, but at prices said to be about 2c. per gallon more than those at which a similar grade was quoted six weeks ago. Latest advices to hand state that the market in New Orleans exhibits an improvement. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The sugar market, either at home or abroad, fails to attract any attention. Locally the demand is merely of a hand-to-mouth character. According to advices from the primary markets there is little prospect of any change in the situation until the sawing of the next beet crop becomes a factor in the market. Cane is a little lower in London, but prices in Canada are much as before. Stocks in New York at the close of last week were 126,507 tons, compared with 54,748 tons a year ago. Wholesalers' quotations for granulated are unchanged at 4 to 4.10c., and yellows range from 3.30 to 3.75c. per lb.

SPICES.

There is a firmer feeling in pepper, and the Old Country houses advise that prices

BUTTER TUBS
Best White Spruce
We are booking orders for Spring delivery, at special rates.
Write us
WALTER WOODS & CO.
HAMILTON
Brooms, Brushes, Paper, Twines
Grocers' Sundries

For . . . . .
10 cents
We will mail you a valuable little book on
BUYING SELLING AND HANDLING OF TEA
This is a complete and useful work, which every grocer should have in his possession.
The MacLean Publishing Co.
26 Front St. West, Toronto.

INCREASE . . .
117 PER CENT.
OVER LAST YEAR.
"SALADA"
CEYLON TEA
has had the above phenomenal increase during 1896. We propose that it will increase 200 per cent. during 1897.
DO YOU want to sail with us? If so, drop us a line at
25 Front St. East - - TORONTO
318 St. Paul St. - - - MONTREAL
15 Niagara St. - - - BUFFALO

Best for Wash Day

Best for Every Day.

If your customers say

SURPRISE SOAP

is the best Soap, the most economical to use, and want it, why don't you give it to them? most likely you do—it's business,

It pays to do it!

A satisfied customer brings you more money than one whose wants are ignored and overlooked.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

are likely to go higher, Business is quiet on the local market. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

NUTS.

The market is quiet and featureless. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; hickory nuts, $1.50 to $2 per bushel; Canadian walnuts, $1 per bushel.

RICE, TAPIOCA, ETC.

Business is quiet in these lines. We quote: Rice, Standard "B," 3⅜ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

There are still a good many teas selling, although the demand is scarcely as brisk as it was a week or two ago. The buying of Indian and Ceylon teas from the London market has fallen off a little, owing to merchants being somewhat in doubt as to whether the teas would arrive before the new tariff is brought down, when it is thought a duty might be placed upon this article. In some cases buyers are asking that the seller guarantee the arrival of the tea before that event takes place. A little more interest has been shown in Japan teas, owing to the fact that two or three shippers from Japan have been on the spot looking up business for the coming season. They have not, however, been able to take many opening orders, owing to the uncertainty in regard to the tariff. There has been a little doing in China teas, both blacks and greens. Ruling prices on the Toronto market to retailers are: Young Hyson, 21 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

The currant market continues firm. Locally business is light. We quote: Provincials, 4⅛ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; Patras, 5 to 5⅛c. in bbls., 5 to 5⅛c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins, quiet and unchanged. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

Malaga raisins are without change. We quote as follows: Blue baskets, $2.25 to $3.50; Dehesa clusters, $3.50 to $4; Non Plus Ultra, $6; Imperial bunches, $5.75 to $6; Imperial Russian clusters, $5 to $5.50.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are dull. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Shipments continue to arrive, but the demand is limited. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee, net figures.

The demand for California evaporated fruits is beginning to improve. Very little of this fruit, however, is coming forward from the primary market, and not much is expected this season on account of the quantity and cheapness of domestic dried apples. We quote: Peaches, 6 to 10½c. per lb., according to quality; apricots, 6½

BUTTER, EGGS & POULTRY

Quick Sales and Prompt Returns

Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 Jarvis St. ... TORONTO.

Canadian Manufacturers & Importers ...

WINNIPEG

Is the trade centre of Northwestern Canada. Look up trade here. Write me with samples and prices.

E. NICHOLSON

Successor to W. F. Henderson & Co.
Wholesale Commission Merchants
Established 1882

JOBBING TRADE ONLY SUPPLIED.

J. F. ROGERS

16, 18 and 20 Francis Street TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC.

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

Direct Importers

ORANGES
LEMONS
DATES
FIGS
NUTS

FRUIT

You should GET OUR PRICES before placing your orders.

CLEMES BROS., - Toronto

to 15c.; pears, 5½ to 8½c.; egg plums, 5½ to 11c.; silver prunes, 5½ to 13½c. There is some of last season's fruit on the market.

There has been some enquiry for Bosnia prunes during the week and a few orders have been placed, but at prices below the figures obtaining in Europe. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California,, 90 to 100's, 6½c. per lb. ; 30 to 40's, 11½c.

GREEN FRUIT.

A rather good business has been done in California oranges, some very low offers by houses who have not hitherto catered to the Canadian trade having been made. The shipping of California oranges to this market has heretofore been confined to a few firms on the Coast. Valencia oranges are quoted 1s. lower from Liverpool. The demand from retailers during the past week has been principally for California navel oranges. The demand for lemons is fairly good. Bananas are in fairly good demand, and Toronto is now taking about two carloads per day. We quote: Oranges—Valencias, ordinary, 420's, $3.50 to $3.75 per case; large, 420's, $5; 714's, $4.25 to $4.50 per case; Mexicans, $3.25 to $3.50 per box; California navels, $3.50 to $4. Lemons—Messinas, $2 to $2.75 per box for choice to fancy; cocoanuts, $3.75 a sack and 60c. per doz.; apples, $1 to $1.25 per bbl. for red fruit or greenings, and 75c. for ordinary; onions, $1 per 80 lb. bag for Danvers and $1 per crate for Spanish; cranberries, $6.50 to $7 per bbl. for Jerseys; $3.50 to $4 for soft berries, cases, $2.25 to $2.50; bananas, $1.25 to $1.75; grape fruit, $5.50 to $6 per box.

BUTTER AND CHEESE.

Butter—The butter market is dull and prices weak. Receipts, while not perhaps as large, are still liberal, and poor quality butter still predominates. A nice lot of medium roll butter changed hands at 9c. this week. There is only a limited quantity of creamery butter wanted. We quote: Dairy butter—Tubs, 11 to 12c. for good to choice; low-grade to medium, 8 to 9c.; pails and crocks, 11 to 12c.; large rolls, 10 to 11c. for choice, and 8 to 9c. for low-grade to medium; pound prints, 11 to 12c. Creamery—Tubs, 18 to 19c.; 1-lb., blocks, 19 to 20c., according to make.

Cheese—The market is firm with the demand good. We quote early makes at 11 to 11½c. per lb.

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE. DERBY.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . .

140 Princess St. Market Square WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on app cation. Wholesale supplied only.

"SHIPPERS ATTENTION"

Reference—Bradstreet's.

Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

Established 1892.

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST - TORONTO.

JAPAN JAVA

MOUNT ROYAL

RICE

MILLS BRAND

PATNA BURMAH

D. W. Ross Co., Agents.

G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**

42 SCOTT St TORONTO.

YOU CAN'T AFFORD TO BE WITHOUT THEM. NOW IS THE TIME TO ORDER

McLAUCHLAN'S SODAS ALWAYS FRESH AND CRISP.

Jas. McLauchlan & Sons Biscuit Manufacturers Owen Sound.

COUNTRY PRODUCE.

BEANS—Are much as before. We quote: 50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

DRIED APPLES — Offerings are more liberal and receipts heavier. For the best stock there is a fair export demand, but otherwise business is dull. We hear of the sale of a round lot held by a Toronto jobber at 2½c. Jobbers still quote 2 to 2½c.

EVAPORATED APPLES — Advices from London, Eng., state that the market there is over supplied on account of the liberal shipments from the United States. We hear of 100 cases on spot changing hands at 3¾c. Exporters are paying 3½c. f.o.b. for choice fruit. Jobbers quote 3½ to 4c. in an ordinary way.

EGGS—The market is a little easier on account of freer receipts. The demand is fair. We quote: Limed, 12 to 13c.; fresh gathered, 15 to 16c.; new-laid, 17 to 18c.

POULTRY—Receipts are light, and there is a good demand for all offered. We quote: Chickens, 30 to 60c. per pair; turkeys, 8 to 9c.; geese, 6 to 7c.; ducks, 50 to 70c.

POTATOES—There is no change. For carloads on track 25c. per bag is the idea, and out of store 35c.

HONEY — Quiet and unchanged. We quote: Comb, 7 to 8c. for dark and 9 to 10c. for light; strained, 7 to 8c. per lb. for amber and 9c. for clover.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts are fair. We quote: Wheat, 86c. for white and 83c. for red, and 65½c. for goose; oats, 21 to 22½c.; peas, 43 to 44c.

FLOUR—There is no change. We quote in carloads on track, Toronto: Manitoba patents, $5.30; Manitoba strong bakers', $4.90; Ontario patents, $4.75 to $5.15; straight roller, $4.15, Toronto freights.

BREAKFAST FOODS—Trade is quieter than usual this week, but prices are unchanged. We quote: Standard oatmeal and rolled oats, $3.15 in bags and $3.25 in bbls.; rolled wheat, $2.70 in 100-lb. bbls.; cornmeal, $2.40 to $2.50; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH AND OYSTERS.

Business in fish is better than it has been since Christmas. In oysters there is not much doing. We quote: White fish 6½ to 7c.; trout, 6½ to 7c.; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.25 to $2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.10 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 6½ to 7c.; sea herring, $1 to $1.25 per 100; smelts, 6 to 9c. Oysters are quoted at $1.25 for standards, and $1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

A fair trade in provisions is been done locally, but business generally is quiet. Dressed hogs are weak. Carload lots have changed hands at $4.25 to $4.50 for heavy weights and $5 for light weights.

DRY SALTED MEATS—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9½ to 10c.; medium, 15 to 20 lbs., 10½c.; small hams, 11c.; backs, 9½ to 10c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6¼c.; tubs, 6½c.; pails, 6¾c.

BARREL PORK—Canadian heavy mess, $12 to $12.50; Canadian short-cut, $12.50 to $13; clear shoulder mess, $10 to $10.50.

SALT.

Business is still fair. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

As far as trade in alsike is concerned there is practically nothing doing, dealers refusing to purchase except at a reduction. In view of this condition of affairs we cannot safely give figures. Red clover is dull, and 10 to 15c. per bush. lower. Timothy is only offering in small quantities. We quote: Timothy, $1.10 to $1.40 per bushel; red clover, $2.90 to $4.10 for strictly prime to choice, and $4.40 to $4.60 for seed free from mixtures.

PETROLEUM.

Business continues fair. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral 19c. in bulk.

MARKET NOTES.

Red clover is 10 to 15c. per bushel lower.

Valencia oranges are 1s. lower in Liverpool.

The Salada Tea Co. state that they have met with more success in Pittsburg than in any other city in which they have yet introduced their package tea.

OUEBEC MARKETS.

MONTREAL, JAN. 28, 1897.

GROCERIES.

BUSINESS in groceries is by no means active, and though some increase in volume of orders is noted, the change is hardly appreciable, while all of the orders coming in are confined to small lots for actual wants except in the case of tea. In this branch the jobbers have been operating rather extensively in all kinds—Japans, Ceylons, Packlings, Young Hysons and Gunpowders — and the feeling is firm. Sugar, on the other hand, is quiet, and the

WE ARE PAYING CASH FOR DRIED APPLES

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. Toronto

WE OFFER THIS WEEK

•

Prunes-- Fine, large fruit, in 55-lb. cases, **4½c. lb.**

Raisins-- Malaga Loose Muscatels, in 22-lb. boxes--Fine Fruit--in 5 and 10-box lots, **6¾c. lb.**

Currants-- Very Fine Vostizza Currants, **"Jupiter"** brand, in cases. Special prices in **5-case lots.**

Sugar-- Special prices in carload lots, delivered at any railway station in Ontario.

Syrup-- We have a special line of "Golden" Syrup this week. Write for sample. The price is very low.

Fish-- Prepare for Lent :—We have fine Fall Caught Lake Trout and Fresh Water Herrings, heads off, and quote special prices F.O.B. Midland.

❀

WRITE FOR PRICES.

THE

Eby, Blain Co.

Limited.

Wholesale Manufacturing and Importing Grocers

TORONTO ONTARIO

same can be said of syrups and molasses. Spices maintain their steady tone, but do not exhibit much activity. Coffees are dull but very steady in their tendency. Canned goods are quiet, with the scarcity of tomatoes and peaches still a feature of the local situation. Dried fruit are quiet but generally steady as regards values. This applies with equal force to Valencia and California raisins and currants, all of which are held firm.

SUGAR.

There has been no decided change in the sugar market since last report. Demand continues of a limited character, and the volume of business doing is very small, buyers having enough on hand to supply current wants. Prices exhibit no change, at the refineries or in a jobbing way. Outside markets exhibit little change. In a jobbing way we quote granulated 4 to 4⅛c. and yellows 3¼ to 3¾c. as to grade.

SYRUPS.

The syrup market rules very quiet and the market is without change, prices ruling steady at 1⅜ to 1⅞c. per pound, and in a jobbing way 22 to 35c. as to grade.

MOLASSES.

There was a slow demand for molasses during the past week and little change is expected during the current month. Values continue firm as last quoted at 30 to 31c., as to quantity. In round lots sales of Barbadoes have been made at 28½ to 29c. and mixed at 26½ to 27c.

RICE.

Business in rice was rather slow, as buyers appear to have ample supplies to get along with for the present. We quote: Crystal Japan, $5 to $5.25; standard B., $3.70; Patna, $4.75 to $5.25; Carolina, $6.75 to $7.75, and Java, $4 to $4.25.

SPICES.

The firm feeling in spices is fully maintained, especially on pepper. We quote: Pure black pepper, 10c.; pure white, 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEE.

The coffee market continues dull and prices are not quotably changed. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18 to 20½c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

There has been a better demand for tea during the week with quite an enquiry from jobbers for supplies of Japans, Chinas and Ceylons. Japans have moved quite freely in lots of 150 packages at prices ranging from 15 to 25c., as to quality, and sales of Packlings were made at 10½c, Young Hysons at 10c., and Gunpowders at 10c. in straight invoice lots. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There has been a fair demand between jobbers for Valencia raisins, stocks of which continue light. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins are scarce and firmly held, aarivals being very light. We quote: 2-crown, 6½c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Loose Malaga raisins are dull and steady at 7 to 7½c. for medium to 8 to 8½c. for high grades.

Sultanas are unchanged at 7 to 12c. as to quality.

Currants continue firm abroad, but demand is light here and prices are unchanged. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes have met a quiet, steady enquiry this week. We quote as follows: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c.

Leonard Bros.

Wholesale Fish Merchants

ST. JOHN, N.B., MONTREAL AND TORONTO

Ask your wholesale grocer for

Leonard's 1-lb. Cod, in blocks and 5 and 20 lb. boxes, and 1-lb. "Gem of the Sea," in 21-lb. boxes

(GUARANTEED)

We are also putting up . . .

New Haddies, Kippers and Yarmouth Bloaters.

THEIR SUCCESS IS PHENOMENAL

Golden Haddies

The Reason Why: Because only the very **BEST** fish are packed in the cans, and every one is guaranteed. They have the most attractive looking label of any brand put up. When ordering be sure you get the **GOLDEN** brand. Delicate, Delicious, Delightful.

NORTHRUP & CO.

Packers' Agents.

St. John, N.B.

ENAMELLED MEASURES

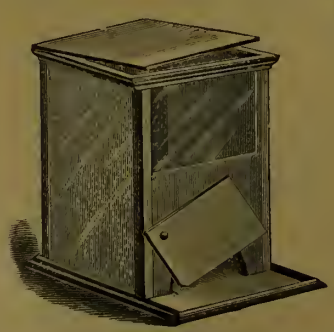
In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER



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Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . .

JOHN E. MARSHALL

118 Commercial St.,

Boston.

D. H. RENNOLDSON,

Agent in Montreal.

TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK

Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

SELLING AGENTS: J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg; J. Hunter White, St. John, N.B.; H. F. Baker, Halifax, N. S.; W. H. C. BURNETT, General Western Manager, 509 Masonic Temple, Chicago, Ill. J. W. BEARDSLEY'S SONS, New York, U.S.A.

The World's Best

must be good, safe and profitable enough for every Grocer to handle.

COTTAMS BIRD SEED

occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

APPLES
FOR EXPORT.

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

DAWSON & CO.
32 WEST MARKET STREET
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GEORGE MCWILLIAM. FRANK EVERIST.
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GENERAL . . **FRUIT**
Commission Merchants
25 and 27 Church street,
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Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

A Luxury

that your customers will appreciate at this season of the year is a plump, juicy ham or a side of delicious Breakfast Bacon. We can supply you with both, and at prices that give you a good profit and still give the luxury to your customers at reasonable price.

The "Star Brand" Hams and Bacon cannot be excelled.

F. W. Fearman
HAMILTON

for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

Figs rule dull at 9½ to 11c.

There is a rather better feeling in dates, under a fair enquiry. Jobbing lots sold this week at 5½c., and smaller quantities, 6c., and we now quote 5½ to 6c.

Evaporated California fruits are as before. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c. as to brand.

NUTS.

There is no change in nuts, trade ruling quiet. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoanuts, $5 per 100.

CANNED GOODS.

Business in canned goods is quiet, as it is in all other lines. Values generally are steady, especially on tomatoes and peaches. We quote: Tomatoes, 75 to 80c.; corn, 65 to 75c.; peas, 70 to 90c.; beans, 70c. up; peaches, $2.75 to $3 for 3's, $1.75 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

There is no change in the fish market, business continuing quiet. We quote as follows: Labrador herrings, $4.75 per bbl.; No. 1 N.S., $3.75 to $4 per bbl., and $2.25 to $2.35 per half-bbl.; No. 1 draft green cod, $5 to $5.25; No. 1 do., $4.50; No. 2, $3.35 to $3.50; No. 1 green haddock, $3.50; No. 1 Lake trout, $3.90 to $4 per keg; No. 1 white fish, $5 per barrel; small Labrador salmon, $12.50 to $13; No. 1 B. C., $6 per

It Has No Equal
BROCK'S BIRD SEED
We know it because
The Wholesaler sells more. The Retailer sells more
The Customer buys more.
It pays to handle such goods.
NICHOLSON & BROCK - TORONTO

BUTTER
Large roll, pounds, pails, crocks, tubs, in good demand. We can sell any quantity of good stock. Send us a trial shipment.
Correspondence invited.
References, Bradstreet's Mercantile Agency.
H. P. GOULD & CO.
Wholesale Produce and Commission Merchants,
33 Church St., TORONTO

LARD
Special prices for this week. It will pay you to order now. . . . . .
The WM. RYAN CO. Ltd.
70 & 72 Front St., East
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S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

Pure Lard... Smoked Meats
If you get our MAPLE LEAF BRAND you have the finest goods that can be produced.
Prices right. . . .
D. GUNN, BROS. & CO.
PORK PACKERS,
TORONTO

ORANGES
Special Fancy California Washington Navels. Fancy New Valencias.
Fancy Messina Lemons,
Malaga Grapes, New Nuts,
Figs and Dates. . . .
HUGH WALKER & SON
GUELPH, ONT.

half-bbl., and $12 per bbl. to arrive ; No. 1 halibut, $7.50 to $8 per bbl. ; tongues and sounds, $7.50, and salt eels, 4½ to 5c. per lb. Fresh tommycod, $1.25 to $1.40 per bbl,; haddock, 3¼ to 3½c.; frozen salmon, 11 to 12c.; halibut, 8c., and Manitoba pickerel, whitefish and trout, 6½c. per lb.; smoked haddies, 6 to 7c.; Yarmouth and Bay bloaters, 90c. per box; kippered herrings, $1.30 to $1.50; ciscoes, 75c. per basket of 100 fish, and medium smoked herring, 10 to 11c. per lb. Dried cod, $4 per cwt.; pollock, $1.90 to $2 per 100 lbs.; skinless cod, $4.50 to $5.25 per 100 lbs. ; boneless cod, 5½c. per lb., and fish, 3c. per lb. Malpeques, $5 to $5.50 per bbl. ; Buctouche, $4.50 to $5 ; Miramachi, $3 to $3.50, and ordinary, $2.50 per bbl.

GREEN FRUIT.

No special change is to report in the green fruit market. The scarcity of Jamaica oranges continues; in fact, they are practically off the market. We quote : California oranges, $4 to $4.50 per box ; Florida oranges, $5 to $5.50 per box ; Valencia oranges, $3.50 to $3.75 per box ; lemons, $2 to $2.75 per box, and $5 per chest ; cranberries, $2.50 to $5 per bbl.; Spanish onions, 85c. per crate ; Malaga grapes, $7.50 to $8.

APPLES.

Apples are a drug on the market, and demand is extremely slow, former prices, viz., 90c. to $1.40 for No. 1, and 40 to 85c. for No. 2, ruling.

DRIED APPLES.

There is no change in dried apples, which we quote 3 to 3½c. in small lots, while jobbers are paying 2½ to 3c. for them laid down in Montreal. Evaporated apples range from 3¼ to 4¼c.

COUNTRY PRODUCE.

Eggs—The demand for eggs was slow, and the market was quiet, with no change in prices to note. Montreal limed and choice candled stock are selling at 14 to 14½c., Western limed at 13 to 13½c., and held fresh at 12 to 12½c. per dozen.

Beans—Business in beans was of a jobbing character and prices were steady at 80 to 85c., in car lots, and at 90 to 95c. in a small way.

Potatoes—The tone of the market for potatoes rules steady, but the volume of business doing at present is small. Car lots are offering at 35 to 40c. per bag, and in a jobbing way sales were made at 45 to 50c. per bag.

Poultry—The demand for poultry was limited, and the market rules quiet, with no change to note. Turkeys, 8½ to 9c.; spring chickens, 6½ to 7c.; frozen stock, 3 to 5½c.; geese, choice, 6 to 7c.; frozen, old, 5 to 5½c., and ducks, 7½ to 8c. per lb.

PROVISIONS.

Trade in this line shows no improvement, the demand being chiefly for small lots to fill actual wants. New packed Canadian pork, $11 to $12 ; old at $10 to $10.50 per bbl. ; pure Canadian lard, in pails, at 6½ to 7c., and compound, refined, at 5¼ to 5½c. per lb.; hams, 9 to 10c., and bacon, 8½ to 9½c. per lb.

There continues to be a good demand for light weight dressed hogs, and prices for such rule firm at $5.25 per 100 lbs. in car lots, and at $5.50 to $5.75 in a jobbing way. Heavy hogs are moving slow at $4.60 to $4.75 in car lots, and at $4.90 to $5 in a small way.

FLOUR, MEAL AND FEED.

There is no material change in the situation of the flour market, values ruling steady all round. A fair demand is reported by millers, but Ontario dealers state that sales are slow. We quote : Winter wheat patents at $4.65 to $4.85; straight rollers, $4.25 to $4.40; and in bags, $2.10 to $2.15. Manitoba spring wheat, patents, $5.10 to $5.30 ; and strong bakers', $4.50 to $5.

The demand for oatmeal continues slow and the market is dull and easy. We quote: Rolled oats at $3.25 to $3.35 per barrel and at $1.62½ to $1.67½ per bag.

There was no change in feed, and business continues quiet. Manitoba bran, $9.50 to $10 per ton, including bags, and Ontario $9 to $9.25 per ton in bulk.

HAY

The hay market is quiet, the demand being only for small lots at $10.25 to $10.50 for No. 1, and at $9 to $9.25 for No. 2 per ton, in car lots.

CHEESE AND BUTTER.

Cheese has continued to stiffen since last week, and the remaining supply available here has been reduced to a couple of thousand boxes. This is held firm to-day at 12c., an advance of ½ to ¾c. on a week ago.

Butter is firm also owing to the great difficulty experienced in obtaining any really finest creamery. Any that is carried here is held firm at 20c. The supply of under grades is more plentiful, and they have a slow sale all the way from 18 to 19c. for creamery. Roll butter is offering in a small way at 15 to 17c., as to quality.

MONTREAL NOTES.

Jamaica oranges are practically off the market, there being none offering this week.

There were considerable sales of Japan, Young Hyson, Packlings and Gunpowder teas between traders on this market recently.

There is little demand for molasses in a jobbing way, but prices are firmly held, and Barbadoes in round lots has sold up to 29c., and none is obtainable here under 28½c.

Though reports of cutting on refined sugars are again to hand this week, representatives of both the Montreal refineries state that their factory prices are held steady.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer.

St. John, N.B., Jan. 28, 1897.

THERE is little change yet in business, nor is any expected till after February. The little snow we have had has been particularly useful to the lumbermen, who were beginning, in some cases, to leave the woods. Money keeps scarce. Several merchants say it is very hard to get their customers to meet their notes, and that they have had to allow more renewals than at any time for a long while. The country market has been but poorly supplied. The West India steamer leaving this week had a very large cargo. As the last three steamers have returned good profits on the potatoes shipped, there was an extra quantity shipped by this last one. In hops, the advance of some time ago, which amounted to about 75 per cent., is firmly held, and all prospects point to much higher prices. The stocks here are fair. There is not a large demand, but it shows an improvement, though still light, to that of some years ago. Brokers are beginning to book spring orders for their different lines.

Oil—There is still an active movement in burning oil ; chiefly city demand, as country buyers are well supplied. The situation as regards price is peculiar, as the city price continues to be below the regular price to outside points. In lubricating, active efforts are being made to secure contracts for future business. We quote: Best American burning oil, 19¾ to 21c.; Canadian, 18½ to 19½c. ; prime, 16¼ to 17c.

Salt—The continued arrival of English salt by steamer, and the desire on the part of the importers not to store, has led to very low prices. In fact, the fishermen, it is said have been able to buy at about what the importers usually charge the wholesale men. The market is well supplied and prices will rule low. There is a fairly steady demand for Canadian salt. We quote : Coarse, 45 to 50c.; Liverpool factory-filled, 90c. to $1; Canadian fine, $1 per bag.; 5-lb. bags, in bbls., $3.25 ; 10-lb. bags, in bbls., $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each ; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz

Canned Goods.—Trade is dull, and while there is talk of higher prices, there is

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

Heinz's Pickles

sauces, etc., add a pleasant piquancy to a meal, that multiplies many fold the pleasure of eating it.

POPULAR SPECIALTIES

Heinz's Baked Beans with Tomato Sauce
Sweet Pickles, Tomato Chutney
India Relish, Etc.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

no change. Stocks are quite large and in a good many hands. Goods are sold below the market. Fruits show better demand, and peaches are held firm. The sale of jams and jellies in wood pails is becoming quite large here, particularly the former. Quite low prices are quoted. In jelly, both sweet and unsweetened are sold ; the latter makes a very nice table jelly with meats. These goods are sold chiefly in 7 and 14 pound pails. We quote : Corn, 65 to 70c. ; peas, 70 to 80c. ; tomatoes, 70 to 80c. ; gallon apples, $1.80 to $2 ; corned beef, Canadian, $2.25 to $2.35 ; American, 2-lb tins, $2.40 to $2.50 ; 1-lb tins, $1.30 to $1.50 ; oysters, 2's, $2 to $2.20 ; 1's, $1.45 to $1.65 ; peaches, 3's, Canadian, $2.85 to $3 ; 2's, $1.90 to $2 ; pineapple, $2.25 to $2.65 ; salmon, $1.35 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.25 to $1.30 ; clams, $5 for 4 doz ; chowder, $2.60 to $2.75 for 2 doz. ; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—The fact that Valencia oranges keep so sour this season has caused quite a demand for better grades, even where the price is very much higher. Californias are giving better satisfaction than last season. Valencia oranges are retailed as low as 11 to 12c. per doz. Apples show a little better demand, but the market is very dull, and prices correspondingly low. Retailers are well supplied with stock bought earlier in the season. Lemons are low and of good quality. Cranberries are very dull and in many cases dealers are selling at a loss. We quote : Messina lemons, $3 to $3.75 ; oranges, Valencia, $3 to $3.75 ; Jamaica oranges, $4.75 to $5 ; California oranges, $4.50 to $5 ; Florida oranges, $5 to $5.50 ; bananas, $1.75 to $2.25 ; apples, $1 to $1.50 per bbl. ; keg grapes, $7 to $8 ; cranberries, Cape Cod, $5 to $5.50 per bbl. ; bog cranberries, native, $4 to $5 ; pineapples, $1.50 to $2 per doz.

DRIED FRUIT—Some nice currants arrived this week. There is a good, steady demand, particularly for the cleaned, prices tending higher. In dates some are daily expected. At best, stocks are not large. Very good prices have been obtained here, and it is expected prices will go higher. California raisins are very firm at the higher prices and stocks are large. Evaporated apples, while yet showing no change, are in much better position, and it is fully expected prices will go no higher. Both here and in Nova Scotia there is quite a quantity of dried apples, but there is no sale. If these apples were rightly packed, as THE CANADIAN GROCER has often explained, they could be sold at a price, but even this is not possible as it is. There is a rather better demand for California prunes. Price is very firm. We quote : Valencias, 5 to 6c. ; California L.M. 3-crown, 7½ to 7¾c. ; London layers, $1.75 to $2 ; currants, cases, 4¾ to 5c. ; bbls., 4¼ to 4½c. ; cartoons, cleaned, 7¼ to 7½c. ; bulk, cleaned, 6¼ to 6½c. ; prunes, boxes, 5 to 6c. ; dates, 5½ to 6c. ; dried apples, 3 to 3½c. ; evaporated apples, 5 to 5¼c. ; Canadian onions, $2.20 to $2.25; cocoanuts, $4 to $4.50 per 100 lbs. ; figs, 10 to 12c. ; Sultana raisins, 6½ to 7c. ; citron peel, 17 to 17½c. ; orange and lemon, 12½ to 13c. ; Valencias, layers, 6½ to 7½c. ; 4-crown L. M. raisins, 8½ to 9c.

SUGAR — This line, while having some attention, is not one of particular interest. Sugars are selling so near to lowest cost there is little advantage in pushing sales, and the outlook is upward. Montreal yellow are being quite freely sold here. We quote : Granulated, 4 to 4¼c. ; yellows, 3¼ to 3⅜c. ; Paris lump, 5¾ to 6c. ; powdered, 5½ to 6c.

MOLASSES—While there is a firm feeling the fact that new is getting so near will prevent higher prices, it being thought the next steamer, due within a month, may have a small quantity on board. The sale of New Orleans has affected the market, the quantity being good and the price low. About 400 bbls., of 40 gallons each, have been imported here in the past three months.

The principal West India molasses selling has been Porto Rico. It is doubtful if as much will be imported next season as profits have not been very satisfactory. The quality of Barbadoes leads people to seek other grades. We quote : Barbadoes, 27 to 28c.; Porto Rico, 29 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

FISH—Quite a quantity of dry fish has arrived here this week, chiefly from Yarmouth. These fish are not as well liked as the bay fish. There is but a fair trade doing in pickled fish, but better business is expected, although coming late, it will prevent fresh fish being used. The frozen fish trade so far has not been as large as usual. Prices are easy. Quite a large quantity of dry fish were shipped by the West India boat this trip, and large quantities of smoked haddies continue to go west. Lobsters are a small trade yet, and those arriving are small. We quote : Large cod, $3.25 to $3.50 ; medium, $2.75 to $3; pollock, $1.15 to $1.25; bay herring, $1.30 to $1.35 per half-bbl.; smoked, new, 7 to 8c.; shad, half-bbl, $4.50 to $5.50 ; boneless, 2½ to 8c.; bloaters, 60 to 70c. per box ; kippered, $1 per box; Barrington, $3.25 per bbl.; Shelburne, $3.50 per bbl. ; frozen herring, 65 to 70 per 100; smelt, 4 to 5c.; frozen cod, 2 to 2½c. per lb.; lobsters, 4 to 6c. each ; smoked haddies, 5c. per lb.; frozen pollock, 1¼ to 1⅛c.

PROVISIONS—There seems to be an upward tendency to pork, which will be welcome. The movement in pork and beef is not large. In smoked meats P.E. Island are quoting quite low. There is, however, a limited sale. Lard shows no change. We quote as follows : Clear pork, $13.50 to $14.50; mess pork, $12.50 to $13.50; plate beef, $12 to $13 ; hams, 10 to 12c.; rolls, 7 to 7½c.; pure lard, 7¾ to 8c.; compound, 6½ to 7½c.

DAIRY PRODUCE—There is still a large stock of butter here, but sale is dull owing to quality. If good stock it moves freely, but the poor in the market keeps the price down. There is very little demand for cheese. Stocks held here are very light. There is no doubt price will be higher, but our dealers are not anxious enough to buy to pay high prices. In eggs there is slow sale for held stock. People now want fresh eggs. We quote : Dairy tubs, 16 to 18c.; creamery, 20 to 21c. ; prints, 21 to 22c. ; eggs, 17 to 18c.; cheese, 10½ to 11.

FLOUR, FEED AND MEAL—The week has shown fair sales. The drop in the price of Manitoba has affected the demand, buyers hoping for lower prices. The market is, however, not weak. In oats the price does not show any further decline ; in fact, is held firm at the price. Dealers are sellers of oatmeal. Prices show no change from last week. Beans are still low. Over a car was shipped from here to the West Indies by last steamer. The local market is well supplied. Cornmeal continues at the low price quoted last week. Owing to the price there continues to be a large sale. Barley is higher and held firm. Split peas move in a small way at even prices. We quote as follows : Manitoba flour, $5.60 to $5.70 ; best Ontario, $5 to $5.10; medium, $4.70 to $4.80; oatmeal, $3.60 to $3.70 ; cornmeal, $1.85 to $1.95 ; middlings, car lots, in bulk, $14 to $15; bran, do , do., $12.50 to $13.50; hand-picked beans, 90c. to $1 ; prime, 80 to 90c.; oats, 32 to 35c.; hay, $11 to $12 ; barley, $3 ; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50 ; buckwheat meal, $1.20 to $1.25 ; grey, $1.75 to $2.00.

ST. JOHN NOTES.

C. & E. Macmichael received this week a shipment of Beardsley's shredded codfish.

The St. John Iron and Hardware Association held their second annual dinner during the past week at the Dufferin Hotel. About fifty were present.

"Reindeer" condensed milk, coffee, cocoa, and evaporated cream need little advertisement here, the quality being so well known. The merchants accepted with pleasure the calendars presented them by F. H. Tippet & Co., the local agents.

Large quantities of apples are now being shipped to the English market, and freight rates are being much cut. The lowest yet heard is 38c. a barrel from Halifax to Liverpool, although it is reported a competing line has made a further cut.

The position of St. John as a successful shipping point becomes almost daily more apparent. Watson & Todd, the large Liverpool lumber house, it is said, will open an office here this spring. They have for some time shipped large quantities of lumber via this port, a large proportion of which comes from Upper Canada.

Mr. Bentham, of the well-known house of C. D. Proctor & Co., hop merchants, Montreal, visited St. John this week. He was introduced to the trade by their local representative, Mr. Hunter White. While their particular business is brewers' hops, their pressed hops, the "Beaver" brand, has a large demand here. Mr. Bentham was able to do business in both lines.

It must not be thought all the Canadian gold is in the west. Nova Scotia has a good share. A brick weighing 100 oz. was brought into Windsor during the week, the result of twenty days' crushing at the Withrow mine, South Uniacke. At Truro was seen this week specimens of quartz from the Cariboo mine, which were so rich as to be gold with quartz in it, not quartz with gold in it.

"DON'TS" FOR CHEESE MEN.

At last week's session of the Western Dairymen's Association, held at Brantford, Mr. Geo. H. Barr gave the following advice to factory men :

Don't cut your cheese-maker's wages any lower.

Don't buy a gang press with a tin trough under the hoops. Have it wooden.

Don't buy a cheese truck with four wheels ; get one with three, invented by R. M. Ballantyne, and not patented.

Don't expect a man to make a good fall cheese in a skating rink without a stove.

To cheese-makers :

Don't tender for a factory so low that you cannot live, just for the fun of making cheese.

Don't take in bad milk.

Don't over-ripen your milk to hasten the work ; you will retard it and make poor cheese.

Don't give your curd more than ¼ inch of acid.

Don't wash your curd sinks once a week ; wash them every day.

Don't wear the same pair of pants from April to November without washing them ; keep yourself and factory neat and clean.

SYSTEM FOR DOING BUSINESS.

A system for taking care of and giving a complete check on the transactions which occur between clerks and customers, is one of the greatest needs of a retail store. On account of the great number and varying amounts of the sales which are made each day, it is necessary, however, that such a system be simple and easy to understand and operate.

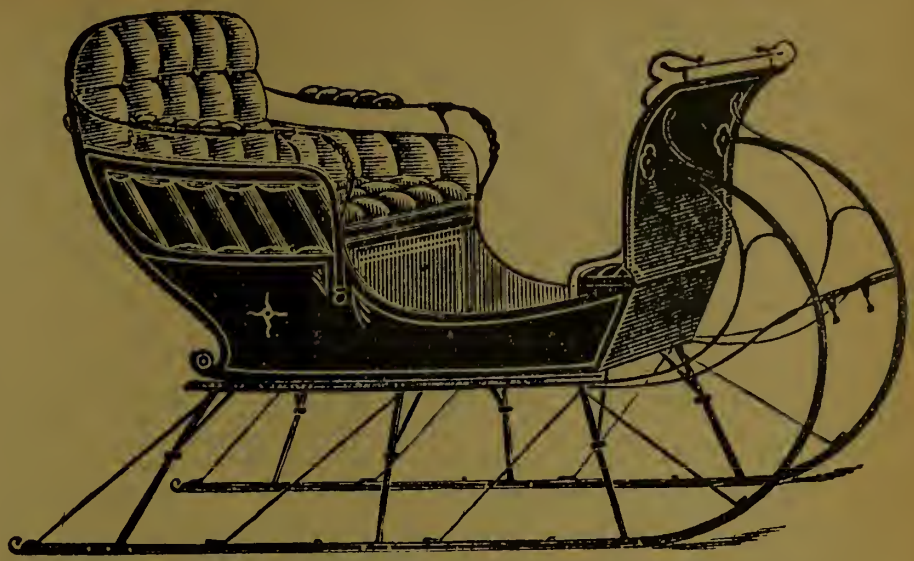
Within the last few years several systems which combine accuracy and simplicity have been introduced by the National Cash Register Co., of Dayton, Ohio. In addition to taking care of and giving an absolute check on all transactions, these systems tend directly to increase cash trade, and also serve as a first-class advertisement of the grocer who uses it.

To any grocer who will send his name, address, number of clerks employed, and percentage of business done on credit, together with a rough diagram of his store, showing location of counters, bins, cash drawers, show windows, etc., to Department "P," the National Cash Register Co., Dayton, Ohio, they will send a handsomely printed pamphlet, describing one of these systems, as used by many of the most successful grocers in the country.

$60 SIXTY DOLLARS

Will buy this handsome cutter and give you

50 lbs. Ground Coffee
50 1-lb. Cans Baking Powder
100 lbs. Whole or Ground Pure Spices



All Fully Guaranteed

The cutter is first-class in every particular, and is guaranteed by the largest manufacturers in Canada as their best work. And we stand behind the other goods.

Write us for particulars

SPICES, F.O.B. Toronto
CUTTER " Brockville

THE TORONTO COFFEE & SPICE CO. LTD.

H.H. SUYDAM. PRES. J.D. ROBERTS. VICE. PRES. J.A. WATSON. SEC.

ASSUMING TOO MUCH.

SOME business men are tempted to advertise by the glowing accounts they hear of others' successes, writes John C. Graham, in Printers' Ink. It is to be feared, however, that these are, too often, much exaggerated. The whole truth is not told about them—the amount of labor, time and money involved in securing success, the untiring energy required, the eternal vigilance necessary to win and hold popularity. Instantaneous, or even rapid, successes in advertising are extremely rare. For each one of them known to-day, we can count hundreds of instances where success has only been attained by the expenditure of much capital through years of hard work and unflagging attention.

This fact should not discourage sensible merchants. In advertising, as in all other things, the certainty of success lies rather in patient perseverance and persistent energy than in brilliant but brief effort—the spasmodic, "flash-in-the-pan" sort of methods that have marked the meteor-like existence of some concerns. Again, as a general rule, the longer it takes to build up a business by advertising, the more solid and permanent is the success, while, invariably, the quick triumph is soon changed to decline and failure. We can all remember a long list of "brief booms" that lacked stamina, and consequently died a natural death. Their fate should be a warning to others.

In commencing advertising it is not wise to assume too much in regard to results. It would be more judicious to prepare for small losses at first, to anticipate those little disappointments that are sure to come in the best managed concerns, and to set to work with the clear understanding that many difficulties have to be overcome and much annoyance endured before lasting success comes. But it will come if brains and industry are properly combined in the effort to produce it, if the advertising is well-worded and well-placed, and the statements and promises embodied in them are honestly adhered to by the advertiser.

Some men assume too much at the start by supposing that it is only necessary to advertise in order to draw a crowd and sell goods. There are others in business besides themselves—others who may be doing a good trade because of their previous persistent advertising. It is not likely that the single effort of a new advertiser is going to take business from those who have already built up a solid reputation by advertising, and thus popularized their goods with the public. It is more reasonable to suppose that the newcomer will have to do the same amount of advertising as they did before he can secure the same amount of business they enjoy. Neither is it sensible to assume that the public will, or should, believe the first announcements of a new advertiser. True, it may have no valid reason for doubt, but it is not in human nature nowadays to place implicit faith in the professions and promises of a stranger—as one who has never sought publicity before must necessarily be to the public. The new advertiser may reasonably assume that by using good, attractive matter that states the truth about his goods, in mediums of large circulation, and keeping his ads regularly in those mediums, he may ultimately secure a fair share of business, which will recompense him for all his outlay and give him a handsome profit, but if he expects to make a fortune quickly, with little or no effort, on a small cash investment, he is deluding himself and assuming too much.

GETTING HIS DAD IN TROUBLE.

Georgie—"Say, ma; typewriting ain't like handwriting, is it?"

Georgie's Mamma—"No, Georgie. Why do you ask?"

Georgie—"'Cause I heard papa down to his office say to the typewriter girl, 'What a beautiful hand!'"—Cleveland Plain Dealer.

THE TARIFF COMMISSION.

A LARGE audience gathered in the Council Chamber, Halifax, Thursday morning, to listen to the statements of the different interests represented at the first sitting of the Tariff Commission. The trades represented were : dry goods, hardware, West India, wholesale grocers, fruit, cocoa and chocolate, and tobacco.

Hon. W. S. Fielding presided, and with the other members of the Commission, Messrs. Cartwright, Paterson and Borden, frequently questioned those that appeared before them on points touched in their statements.

WEST INDIA TRADE.

The West India merchants, represented by Mr. George Mitchell, made a statement of which the following is a brief summary :

The present duty of 50c. per 100 lbs. on all grades under No. 16, Dutch standard in color, bears very inequitably on the lower grades, resulting in the frequent occurrence, during the past two years, in the proceeds of account sales of many consignments from the West Indies being less than the amount of duty.

All sugars have been for some years past, and are still, sold on the basis of their saccharine strength, as tested by the polariscope, and this should constitute the basis for duty as well as of value.

We would, therefore, suggest that the new sugar tariff be framed on this basis, starting with a fixed rate per 100 lbs. on all sugar testing by the polariscope 70 or under, with an increase of 3⅓c. per 100 lbs. for each degree. This would virtually mean an ad valorem rate, and is based on the true value of the sugar.

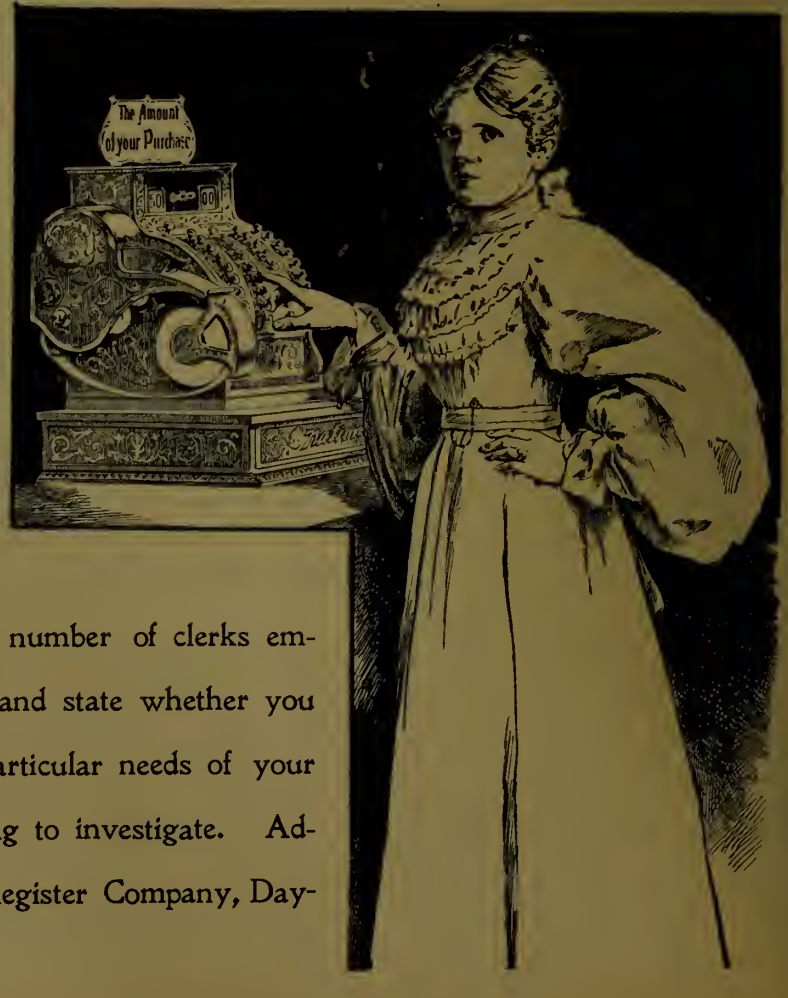
In addition to the above, we would suggest that on all sugars above No. 16 Dutch standard in color and on all refined sugars an additional duty of 60c. per 100 lbs. should be levied, as we feel that such a duty is absolutely necessary to protect our refiners from the unfair competition resulting from the bounties paid by foreign Governments.

Mr. Mitchell pressed these views at some length, giving illustrations of the unfair working of the present tariff arrangements. The present system makes it possible to charge as high as $1.25 per 100 lbs. ad valorem. He objected to the tariff clause which compels merchants to export imported West India commodities to other countries Newfoundland excepted—without the consideration of a rebate of the duties paid. He explained that in summer molasses soured, and when they shipped it to Boston and other places for distillation, they could get no drawback. Oldest trade in Maritime Provinces will be snuffed out if West India trade is hampered. West India trade could be helped by reduction of freight rates on Intercolonial.

FARMING INTERESTS.

The delegation of farmers from Kings county had the next hearing. John E. Starr, of Cornwallis, spoke for them, saying that he was happy that he came to ask no favors in the way of protection. He pointed out that the heavier machinery a farmer uses is highly taxed, and the lighter tools largely used also bear a heavy weight of taxation. Builders' hardware employed in constructing the many and expensive buildings required by farmers, was also an item which entailed considerable outlay. Barb wire fencing, he said, was rapidly coming into favor with farmers, and large quantities were used each spring, and it, too, was heavily taxed. Horse clothing of a kind used for the most part by farmers, was taxed as high as 60 per cent. The duty on flour also made his flour pay 75c. per barrel and was an article from which there is not much revenue from importation. He showed that cornmeal, which could be obtained from abroad at $1.60, pays 40c.

We Want to Study Your Needs.



We have devised systems for handling the transactions between their clerks and customers and sold registers to 110,000 merchants in all parts of the civilized world.

It is probable we could be of assistance to you.

Send us your name, address, business, number of clerks employed, per cent. of business done on credit, and state whether you employ a cashier, and we will give the particular needs of your store careful study. It will cost you nothing to investigate. Address Department P, The National Cash Register Company, Dayton, Ohio, U. S. A.

The Watchful Care

Exercised in selecting "KENT" Tomatoes is what gives them the fine color and delicious flavor. Only perfectly ripe Tomatoes are put in the cans. Nearly all the juice is extracted, thus making the Cans absolutely solid with tomatoes.

In selling "KENT" brand you are giving the fullest measure possible. The largest measure of the best goods is sure to win and keep trade. It will pay you to sell always "KENT" Tomatoes.

Agents . . .
Wright & Copp, Toronto.
Rose & Laflamme, Montreal.

THE KENT CANNING CO.
CHATHAM, ONT.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a ***good thing ?*** Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.
Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL

There's Nothing Sells Better

THAN

JAMS and JELLIES

At this season—but they must be good in quality and flavor. . . .

There're all right and sure to please the customer if made by

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

RIO COFFEE

EXTRA CHOICE SELECTION.

Now in store Ex. SS. Catania.

WARREN BROS. & CO.
85 and 87 Front St. East, Toronto.

FINEST FORMOSA OOLONG

We have a line of this **TEA** which is particularly fine in flavor.

JOHN SLOAN & CO.
Wholesale Grocers
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

EPPS'S . . . . COCOA

1 lb. tins,
½ lb. tins,
¼ lb. packages.

A shipment just to hand.

PERKINS, INCE & CO.
TORONTO.

Holds the Record

"Excelsior Coffee"

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation ?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

duty, bringing it up to $2 a barrel, the amount which the millers here charge for it. Pork raising would form a feature of provincial farming if cheap cornmeal could be obtained. He drew attention to the fact that corn is not successfully raised in Canada, and therefore little is produced. The duty on oil he considered a great grievance, for now that dairying is becoming so common great quantities are used. Boots and shoes and other commodities are taxed so as to make production at the low prices now prevailing very oppressive. He pointed out that the excessive taxes imposed on articles largely used prevented them from getting profitable returns for their labor, especially in the case where their products are exported, because in that case he has to pay the taxes of the buyer and the taxes on his own commodities, thus paying a double tax. There was nothing he would like to see better than reciprocity. He hoped the Commission would reduce the taxes on the commodities which he named, including cornmeal, for if the latter article could be procured more cheaply the farmers would engage in pork raising.

The duties on machinery have made millionaires of the Massey-Harris combine. He denounced protection as a license to rob, not shelter from harm. In expressing a wish for reciprocity he said if it were effected fruit could be sent to the United States, especially that of a perishable character, which cannot now be sent to England, unless we have proper cold storage accommodation. Over 200,000 barrels of apples have already been exported this year, and they expect to export nearly 500,000. Nova Scotia apples keep better than either Ontario or United States. Every barrel has at least given $1, although the majority go up to $2. The farming community do not want taxes levied for their benefit.

WHOLESALE GROCERS.

M. F. Eagar represented the wholesale grocers. What he complained of chiefly was the tax on packages and cases, and of the regulation which practically prohibited their buying certain articles, such as figs, dates, nuts, etc., except from the countries where they are produced. When in season they have to be imported in large quantities, for when out of season they cannot be obtained in the producing country at all, and tariff restrictions debar them from the storehouses of other countries. He considered the consular certificate for light wines in the case of treaty countries a hardship.

He said that imported cocoa was admitted two years ago at 4c. per pound, and now it was levied at 20 per cent. ad valorem. This places cocoa at a high price. Duty in the United States is 2c. a pound. A duty on tea of 2c. and 2c. on cocoa would contribute more revenue to the Dominion. The appraisers' interpretations were complained of. A package was shown which pays taxes three times on the wrappers, and this refers to a large class of goods. There is great loss of time now to merchants' clerks for this reason.

John Peters showed a package that illustrated the absurdity of ruling on the article of salt. The duties on this were changed three years ago by Mr. O'Keefe, of the Customs, who, it will be remembered, was sent here by the Customs authorities on detective work. Mr. Peters showed how the Customs Department was not worked with any degree of fairness to merchants engaged in business. The duty on packages was 16 times as great as the contents at one time; now it is 1½ times as great. He also urged that as a large part of this country cannot raise cattle and the fishing and lumbering community have to pay the very excessive duty of $4 on beef, that that duty be reduced.

Geo. A. Pyke mentioned their greatest grievance as duties on packages, beef and pork. They are compelled to buy American beef and pork, as there is not enough produced in Canada. The duty on rice of 1¾c. per pound, for protection of one company in Montreal, is enormous, being greater than original cost of article, which is one cent.

W. Atkinson's greatest difficulty is in regard to Malaga grapes, of 2½c. a pound, and suggested a change of duty on that. Duty on boxes, now 25 per cent., should be reduced to 15 per cent. Orange trade with Jamaica has depreciated greatly on account of fruit arriving in a damaged condition, when the duty is the same. Thirty cents specific duty, instead of the present 55c. duty, would enable the importer to assume all risks of damage done in transit. Specific duty on tomatoes should be removed; a 10 per cent. would be fair enough. Watermelons, plums, cabbage, cucumbers, nuts, almonds, walnuts, figs, dates and onions were spoken of as articles on which excessive duty is now levied.

T. E. Kenny, ex-M.P., with Hon. Robt. Boak, asked for an interview, at Ottawa, when Montreal refiners are to give their evidence. It was granted.

OTHER INTERESTS.

J. Walter Allison, on behalf of J. P. Mott & Co., wanted a rearrangement of the duties on cocoa and chocolate, which are at present confusing, so as to give them their raw materials more cheaply, and wanted a specific duty of 5c. per pound or ad valorem of 30 per cent. on the manufactured article. The duties on apples and soaps might remain as at present.

C. H. Harvey read a statement, protesting against any increase of duty on tobacco and cigars, as demanded by Montreal manufacturers. In some cases cigar manufacturers have a protection of 500 per cent. Customs duty on tobacco discriminated against trade with the Mother Country. A reduction of the Customs duty would give more revenue and relieve importers. The statement was signed by a large number of Halifax importers.

S. P. Benjamin, lumberman, of Wolfville, pointed out that their raw materials, corn, corn meal, oats, pork and beef, were heavily taxed. Duty on pork and beef ranged from 40 to 60 per cent. If not made free there should be a substantial reduction, and duty on flour should be reduced. He wanted the American market, but in case a fair reciprocity treaty could not be obtained, or the American duty on lumber was increased, he urged the imposition of an export duty on logs. Pork and beef raised in this country is not suitable for lumbermen—they must have the imported article at any price.

THE DUTY ON ALCOHOL.

On the second day, (Friday), W. H. Webb, of Brown & Webb, came as the representative of the drug trade. He objected to the excessive duties of $3.71 per imperial gallon, and excise of $2.80 on alcohol, an article which is largely used in making essences, extracts, etc., and also to the excise regulation which requires it to remain in bond for two years, thus greatly deteriorating its value for manufacturing purposes. They only gave the manufacturer in Canada a monopoly. The former duty of 20 per cent. ought to be restored. The patent medicine regulation he considered inadequate and proposed a new definition to guide appraisers. He thought the Pharmacopœia a poor book for Customs officers to follow, but if the British Pharmacopoeia must be used he wanted the German used also. He did not see the reason for making separate duties for solid and liquid medicines. He wanted sulphuric acid, so largely used in fertilizer manufacture, reduced, and said that it was necessary to pay duty again and again on the carboys and cylinders. He thought 20 per cent. on the sulphuric acid sufficient. Spirits of nitre ought to be admitted as a medicine. He pleaded for a simplification of the tariff.

Mr. Simson, of Simson Bros., also spoke for a few minutes, corroborating what Mr. Webb said, especially with regard to excise.

LUNENBURG FISH DELEGATION.

H. H. McIntosh laid before the Commission the serious handicap experienced by the bounty on French fish, which are sold to Halifax and other dealers at a low rate. They are sorted, packed, repacked and shipped along with our fish to the markets of the world. The fact that they are bought

in bulk enables the dealer to keep a reserve supply, and thus there is no chance of an improvement in the market. Fish in bulk is our merchantable commodity, and fish in packages another. We wish it so arranged that the man who buys this fish in bulk should export it in bulk. He also called the attention of the Commission to the fact that our fishermen receive scant treatment at St. Pierre. The exports of this bounty back fish last year amounted to $50,000, while $60,000 worth remained unsold at Lunenburg alone.

Mr. Fielding pointed out to Mr. McIntosh that this was a very difficult question to deal with. The late Government had considered the question, but could find no way out of the difficulty. The Commission would give the matter serious consideration.

MILLERS.

A. E. Curren, of Cunningham & Curren, said that some of the speakers had mentioned "the obnoxious duty" on cornmeal. There was no duty on cornmeal for the consumer. There are plenty of mills in Canada, and anyone who wants to import cornmeal can purchase it cheaper than he could in the States to-day. Would like to see corn on the free list. There is no reason why corn should be kiln-dried. It does not better the meal, and in winter time when there is a demand for fresh meal the millers should be allowed to enjoy it.

FARMERS AND FRUIT GROWERS.

Henry Shaw, speaking for fruit growers and farmers, only wanted one favor—a free chance. He wanted free bread and free cornmeal. Corn comes free to millers and whisky makers. He wanted barbed wire and plants and shrubs of all kinds and fertilizers put on free list. Farmers have to compete with other fruit growers in other parts of the world.

Sir Richard: Are you not afraid of being flooded with American rubbish?

Mr. Shaw: Let them flood. We are ready for them. We want free garden seeds or make it uniform. Of other taxes we want that on kerosene oil taken off or reduced. It is the worst abomination—even unto desolation. Make it free. We want reduction on farming implements. Farmers are beginning to use windmills, but there is an enormous tax on them. The people pay two revenues, one for the Government and one for the manufacturer. If the manufacturers, after 18 years' of protection, cannot stand on their own feet, they had better lie down.

F. W. Lydiard spoke for the gardeners of Halifax, Dartmouth, Cole Harbor, etc. He read a paper from the people interested in the above. Owing to the earlier season in the States, the Americans control this market for about two months in the year. Farmers have been known to drive around town, unable to sell their produce, the market being flooded by American stuff. The late Government were appealed to, but, from the tenor of their reply, they were not interested in the garden industry. We believe in the policy of free trade, but also in fair trade. The farmer does not ask for favors, but for justice.

John G. Bissett, Cole Harbor, endorsed Mr. Lydiard's statement.

W. E. Roscoe spoke for the Kentville Board of Trade. The interests of agriculture would be best served by some measure of reciprocity. The main support of Kings is apples, potatoes and cranberries. Our market is found in Great Britain and the United States. The latter would give us reciprocal relations for some varieties we raise, on account of their superiority. We could have a market for potatoes in the States were it not for the duty. Would like a reciprocal arrangement with Spain which would give a market in the West Indies for potatoes. We can buy feeds in the States cheaper than we can raise them. If corn was made free we would not have to rely on Ontario. If we had free corn we would be able to revive the beef industry. This section of the country has suffered very much since the abrogation of the treaty. We need for our orchards a combination of potash and bone. Bone is admitted free, but potash has a duty of 25 per cent. We cannot even

The Mill Will Never Grind...
With The Water That Is Passed...

This means that a Bargain missed will never come again. **So Don't Wait.**

WE WILL GIVE YOU A SPECIAL PRICE ON:

158 boxes Marcopoli & Fils 2 crown Carabournou Sultana Raisins.
140 boxes Marcopoli & Fils 3 crown Carabournou Sultana Raisins.
1 Car, 450 boxes, fine fresh Evaporated Apples.
550 pails, 20 lbs. each, Armour's "Simon Pure" Finest Kettle Lard,
equal to home rendered. Handled only by us.
Have you ever tried Shrewsbury Baked Beans in Tomato Sauce?
If not, do so. No other Brand will equal them.

...OUR PRICES ARE THE LOWEST...

L. CHAPUT, FILS & CIE., - MONTREAL

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !

Skilfully Blended ! !

Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

"Victoria" Brand

IS OUR REGISTERED TRADE MARK FOR

. . . Teas

We invite the trade to give a trial to our

"VICTORIA" JAPAN TEA In 5, 10, 20, 40 and 80-lb. boxes. Our

"VICTORIA" CEYLON In ½-lb. packages is unsurpassed in quality, for price it is sold at.

We have BARGAINS in LOOSE MUSCATEL RAISINS SPAIN AND CALIFORNIA FRUIT

WRITE FOR QUOTATIONS.

LAPORTE, MARTIN & CIE. ...Wholesale... Grocers Montreal

That...

Boston Tea Party

..of 1773

When George the Third was King--

Is being repeated throughout the States

But with this difference

In 1773 the Colonists threw the Tea into Boston Harbor—not because they didn't want to pay the duty, but because [research has established the fact] it was Tea from China.

Now they are willing and ready to pay the duty and drink the tea because they are getting the pure, cleanly-made, healthy and economical teas of

Ceylon and India.

get the bone meal in free, as the Customs require it to be prepared for manufacture. Artificial fertilizers should be free. Did not think the duty should be taken off pork and beef. If agricultural implements are to be taxed canned meats should be also, as a sort of compensation. Mr. Roscoe was fearful that if the duty was taken off coal it would interfere with our coal industry. Reciprocity, however, might help it.

AT ST. JOHN, N.B.

The Tariff Commission began its session at St. John, N.B., on Monday. Before the hearing of statements began Mr. J. V. Ellis, M.P., addressed the Commission. Speaking generally he said he was in favor of tariff reform as laid down at the Ottawa convention, and then proceeded to express himself in favor of cheaper oil, a commodity used very largely here. He directed attention to the difference in the price of oils in the United States and Canada, referring especially to what they cost on each side of the border, where New Brunswick joins Maine.

In behalf of the grocery trade it was asked that there be no change in tariff to affect the Canadian sugar trade, and that raw rice be increased 10 per cent. Objection was taken to the duty on starch, glucose, peanuts, paraffine, wax, chocolate, machinery for confectionery manufacturing, extracts, etc.

Mr. W. Frank Hatheway said the trade objected to the duty on packages, coverings, etc., and favored a reduction on oil of from 1 to 4c. per gallon, and thought the cornmeal duty should be reduced from 40 to 25c. per barrel, and hoped the flour duty would be reduced from 75 to 60c. per barrel.

Messrs. Potts, Goodwin and F. L. Potts, representing the fruit trade, requested that the duty on grapes be reduced from 2c. per pound to 15 per cent. ad valorem, the duty on peaches from 1 to ½c. per pound, a specific duty of 20c. per bushel on tomatoes, and the continuance of free bananas. The duty on packages was unfair and absurd.

Mr. J. J. McGaffigan, speaking for the tea importers, said they favored a specific duty and urged the inspection of teas, all inferior qualities being rejected. The importation of blended teas from England should be prohibited, so that the work of blending might be done here.

Mr. Andrew Malcolm asked that beef, pork and lard should only pay a duty of 1c. per pound, instead of 2c., and that cordage should pay a specific duty of 1c.

Mr. John Seely said our fishermen cannot compete with American fishermen, who are able to buy their supplies cheaper than Canadian fishermen. A man on the Maine shore is able to live cheaper than the Canadian fisherman. Messrs. Seely and Malcolm agreed to forward the Commission a comparative statement of the cost of fishermen's supplies in Grand Manan, Brier Island, etc., as compared with Eastport, Lubec, Portland and other Maine ports.

TEST OF A FIRE-PROOF PLASTER.

THE Champ de Mars, Montreal, on Saturday morning, was the scene of a very interesting exhibit, the object of which was to illustrate the fire-proof and other remarkable qualities of the new wall plaster, known as "Asbetic." Quite a large number of influential and representative people were present, among whom were most of the important architects and insurance underwriters, besides many gentlemen in high standing connected with other businesses and professions.

A small frame building was erected, plastered inside with this material, and raised about a foot from the ground to allow of a strong draught. This was then more than half filled with dry kindling wood, shavings, saturated with coal oil, etc., sufficient to make a fierce blaze, and ignited. The fire inside was kept supplied with similar combustible materials for nearly three-quarters of an hour, and was then extinguished by the means of an ordinary fire hose, in the hands of Capt. Dolan, of St. Gabriel street station. When the interior was cool enough to examine it was found that the plaster, although a little discolored, was otherwise uninjured, and the building itself showed absolutely no signs of any contact with the flames, not being even singed. A more thorough test it is hard to conceive of, and there is no doubt that, wherever this material is used, a fire will be confined for a long time, if not entirely, to the apartment in which it takes place.

A similar test was made in Washington, under the supervision of the principal officials of the supervising architects' office, amongst whom were Mr. Haymond, in charge of the testing and experimental work; Mr. Adams, chief of the heating and ventilating department; Chief Engineer Watts, General Steinmetz and Mr. H. G. Balkam, inspector and surveyor of risks for the Association of Fire Underwriters.

Similar tests have been arranged for in Ottawa, and in both London and Birmingham, England, whilst the principal architects in the United States and Montreal are proving their appreciation by specifying it. For example, in Montreal, such buildings as the Young Women's Christian Association, on Dorchester street; the McDonald & McIntyre building, on Victoria square; the Royal Victoria College, Verdun Insane Asylum and many smaller structures, have been, or are in process of being, plastered with "Asbestic."

Reuter's agency thought that this test was of sufficient importance to the architects and builders in Europe that they cabled the result to London, England, from where it would be transmitted to the newspapers throughout Europe.

It might be added that Sir Donald Smith's new house at Glencoe, Scotland, is being plastered throughout with Asbestic.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

FRESH SEEDS for 1897
Catalogue mailed free on application.
WILLIAM EWING & CO.
Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties.
Montreal

Feathers! We Buy Them
All grades; Goose, Hen, Duck and Turkey; give the highest market price
AND PAY CASH
General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.
ALASKA FEATHER & DOWN CO.
290 Guy St., Montreal.

Ask our Travellers to show you our LEADERS in BULK
Ceylon and Young Hyson
TEAS
SPLENDID VALUES.
Agents in Canada for ENGLISH BREAKFAST HOP TEA.
Pounds and Half Pounds. ✦ Once Tried Always Used.
BALFOUR & CO., HAMILTON

FOOD FOR CLERKS.

COULD I give the youth of this country but one word of advice it would be this: Let no moment pass until you have extracted from it every possibility. Watch every grain in the hourglass.

Time is exactly what we make it: In the hands of the wise, a blessing; in the hands of the foolish, a curse; in the hands of the wise, a preparation for life eternal; in the hands of the foolish a preparation for the condemnation that is everlasting. To you it is much; to your neighbor it is naught.

The country boy often bemoans his lack of a chance as did Clay, Webster and thousands of others, and thinks his youth among the rocks, the mountains, the forests, has been almost thrown away; and he longs for the time when he can shake off his farm fetters and flee to the city where there is opportunity. But years after, in some great legislative emergency, perhaps, in some contest with the city-bred youth, the rocks, the mountains, the streams, the granite hills which had unconsciously entered into the fibre and stamina of his life, rush to his assistance and force his city opponent to the wall. No, these grand schoolmasters of his youth have not taught their lessons in vain, but they have become a part of his very life. "At the call of a noble sentiment, again the woods wave, the pines murmur, the river rolls and shines, and the cattle low upon the mountain, putting the spells of persuasion, the keys of power, into man's hand. Bend to the persuasion which is flowing to you from every object in nature, to be tongue to the heart of man, and to show the besotted world how passing fair is wisdom." The best part of our education comes from nature, and she makes us pay a heavy price for shutting ourselves up in the city where we cannot breathe her sweet breath, nor learn lessons from her birds and streams and flowers, her mountains, her valleys and forests, her meadows and hills. She keeps the great school of the world; she is the developer of mankind, the unfolder of life, the invigorator of the race. She holds the balm for all our ills, and he who shuts himself out from her influences must pay the penalty. He must forever be dwarfed in some part of his manhood, his horizon limited, his education incomplete. The muscle and sinew, the nerve, the stamina, the staying powers, the courage, the fortitude, the grit, the grip and pluck of the world have ever come mostly from the country. The tendency of city life is to deteriorate the physical and the moral man. There is more refinement, but less vigor; more culture, but less stamina; more grace, but less hardihood; more sentiment, but less sense; more books, but less knowledge; more learning, but less wisdom; more information, but less practical ability; more of the ethereal, but less of the substantial; more gristle, but less backbone; more newspaper reading, but poorer memories; more society, but less sincerity.

Not until the wounds of the world are healed, not until the last thirsty soul has been led to the River of Life, has an able-bodied man a right to lay down his armor and call a halt.

"What a grand sight! How soul-inspiring and thought-producing!" exclaimed John Marshall, as he gazed on the mountains of Virginia. "No wonder Patrick Henry was an orator, no wonder he was eloquent; how could he have been otherwise, reared amid such sublime scenes as these?"

"I could not help thinking," said Stephen Allen in his reminiscences of Daniel Webster, "as I stood with some of his neighbors and kinsmen upon the spot where Webster first saw the light of day, that those wild, bleak hills among which he was cradled, and those rough pastures in which he grew, had left their impress upon his soul."—Architects of Fate.

CANADIAN EGGS IN GLASGOW.

A trade letter from Glasgow, in The London Grocer, says that the popularity of fried ham and eggs as a breakfast dish causes an enormous consumption of eggs in Glasgow. Prices in 1896 were about the average. One of the leading features was the remarkable increase in the imports of Russian eggs, which seem to be gaining in popularity, as they suit a cheap trade. The trade in Canadian eggs is now better regulated, and, on the whole, there has been less cause for complaint than in the early shipments. Continental eggs, such as German pickled, met with considerable favor, and held their ground during the year. Canadian eggs are perhaps their greatest rival.

HERE'S A SCHEME.

THERE are ways and means of winding up a business, but an old German merchant of Seguin, Texas, has discovered a most effective method of getting all his liabilities in quickly and getting out of business with facility, says an exchange. This particular merchant has had a long career of singularly straightforward business dealings, and his credit was unimpeachable. For this reason he had a long list of friends among the traveling fraternity, and for the same reason they were all dumbfounded when his failure was announced. They all gathered in to Seguin at once to proffer their condolence to their old friend and patron, and incidentally, also, to present the accounts of their respective houses.

The old merchant didn't seem cast down by his misfortunes, but, on the contrary, greeted the boys with a particularly smiling countenance. When they were all in he called the first one up.

"Do I owe your house anything?" he asked.

"Yes, sir; a small balance."

"How much is it?"

"Here's the bill, I think the amount is $300."

Then he took the man back, opened up his safe, and, to his utter astonishment, counted him out the full amount and took his receipt. In this way he went down the line, and every man was treated to the same sensation. After they had adjourned to a neighboring cafe, carrying their German friend with them, the boys got at the real situation. Their old patron was not only perfectly solvent, but he had a big reserve after all his debts were paid. He had come to the conclusion that he had been long enough in business, and after cudgeling his brain to find the most expeditious way of retiring, he concluded to fail. The method proved as effective as it was novel, and the boys and their firms are thinking of recommending the old German's plan to all their customers who may now or hereafter, either in Texas or elsewhere, have occasion to fail.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

WOODCOCK & CO., grocers, Cobourg, have assigned to G. T. Bickle. A meeting of creditors is to be held 29th inst.

Jos. Hamel, grocer, Quebec, has assigned.

W. Botsford, grocer, Brockville, has assigned.

J. M. Burnes & Co., fruits, Vancouver, have assigned.

W. J. Grant, grocer, Blenheim, has assigned to Geo. Thompson.

Horace E. Moore, general merchant, North Sydney, has assigned.

Guimont & Devoyaux, general merchants, Cap St. Ignace, Que , have assigned.

J. A. Bishop, general merchant, Baldoon, has assigned to C. B. Armstrong.

P. W. Bates & Co., general merchants, Merrickville, have assigned to James Smart.

E. Martin & Co., grocers, Pembroke, are offering to compromise at 25c. on the dollar.

Bay Bros., grocers, Sherbrooke, are offering to compromise at 25c. on the dollar, cash.

B. Lauzon, general merchant, St. David, is offering to compromise at 40c. on the dollar.

J. & J. Straitch, general merchants, Teeswater, have assigned to E. J. Henderson, Toronto.

E. Zeller, general merchant, Merlin, has assigned to C. B. Armstrong, London, and a meeting of creditors will be held on the 29th inst.

Halliday & Co., general store and creamery, Chesley, have assigned to E. J. Henderson, Toronto.

The estate of the late Lyman Buck (L. Buck & Son) is offering to compromise at 30c. on the dollar, cash.

A meeting of the creditors of the Huyck Mercantile Co., general store, Colborne, is called for the 29th inst.

T. Bernard & Co., general merchants, Boucherville, Que., have compromised at 40c. on the dollar.

John D. Cameron, general merchant, Greenfield, is offering to compromise at 45c. on the dollar, cash.

M. Thibaudeau, wholesale and retail grocer, Quebec, is offering to compromise at 40c. on the dollar.

A meeting of the creditors of McDonald & Co , general merchants, Massey, has been called for Feb. 2.

M O'Brien, general store and hotel, Whitefish, has assigned to F. Lemieux, Sudbury, and a meeting of the creditors will be held Feb. 1.

B. Ram, general merchant, Melocheville, Que., has assigned, having failed to secure a compromise at 35c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Geo. McLaren & Co., hardware and grain, Port Elgin, have dissolved.

J. B. E. Poirier and Paul Ethier have been registered proprietors of the Imperial Provision Store, Montreal.

Shaw Bros., commission agents, Montreal, have dissolved. J. H. Shaw retires and business will be continued under old style by the remaining partners.

J. R. Siteman and W. T. Holland have registered a partnership to carry on business in Halifax as dealers in groceries and liquors under the style of J. R. Siteman & Co.

SALES MADE AND PENDING.

The stock of Fanny Galloway, grocer, Hamilton, has been sold.

The stock of A. Lamarre, grocer, Montreal, has been sold at 44c. on the dollar.

The stock of the estate of Meredith Grass, general merchant, Ridgetown, has been sold.

The stock of the estate of Kelley & Co., general merchants, Tavistock, has been sold.

The stock of S. W. Reynolds, general merchant, Algoma Mills, is to be sold Feb. 3.

The stock of W. S. Goodwin, general merchant, Esquimalt, B.C., is advertised for sale.

The stock of the estate of F. X. Messner, general merchant, Formosa, is to be sold by auction Feb. 5.

The stock of F. J. Barnes, groceries and provisions, St. John's, Nfld., is advertised for sale by auction.

CHANGES.

Susanna Doxsee, grocer, Picton, has sold out to John Burns.

F. Marshall, grocer, East Toronto, has sold out to E. Hinds.

J. C. Miller, grocer, Fredericton, N. B., has sold out to W. W. Estey.

Shantz & Schiedel, grocers, Berlin, have been succeeded by A. S. Hallman.

J. A. Chabot, grocer, Quebec, is opening a dry goods branch.

J. T. Clarridge, grocer, St. Thomas, has sold out to E. C. Harvey.

R. Peters & Co , grocers, Toronto, have sold out to James Adams.

A. S. Guess, grocer, Kingston, has been succeeded by Walker & Son.

Fairbairn & Co., grocers, Woodstock, have sold out to Poole & Co.

John McMahon, general merchant, Oustic, has been succeeded by Joseph Carton.

Hunter & McKinnon, general merchants, Sandon, B.C., have sold out to Hunter Bros.

Sutherland & Co., general merchants, Wellington, have sold out to David L. Jones.

J. Y. Caldwell, wholesale biscuits and confectionery, has commenced business in Ottawa.

James Johnston has opened a general store at Denbigh, Ont. He was formerly in business in Ompah.

Two Edmonton South merchants have amalgamated. They are J. S. McNulty, general merchant, and R. K. Allan, grocer.

FIRES.

Minnie McRae, general merchant, Stayner, has been burned out.

Daniel Anderson, general merchant, Harbor au Bouche, N.S., has been burned out. No insurance.

DEATHS.

E. Laliberte, beer bottler, St. Marie la Beauce, Que., is dead.

CLARK'S
Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

TEA SALES IN NEW YORK.

The offerings of 10,074 packages tea through the auction room Wednesday brought together a large company of buyers. But following the large catalogue of the previous week many grades were in excessive supply and they suffered a little in price. The Formosa Oolongs especially favored buyers, and it was figured that some grades had sold at a full cent decline ; however, there was no question of an average yielding in the price of at least ½c. The Ping Suey alone stood at steady prices, but the other qualities generally were only slightly easier.—N.Y. Journal of Commerce.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
1-4 lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light. refreshing beverage.
1-4 lb. Tins. 6 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL

Smoked Hams

Smoked Rolls

Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers

TORONTO

Salt

SALT For Butter
SALT For Cheese
SALT For Table
And every other purpose.

VERRET, STEWART & CO.
Montreal - - Quebec.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

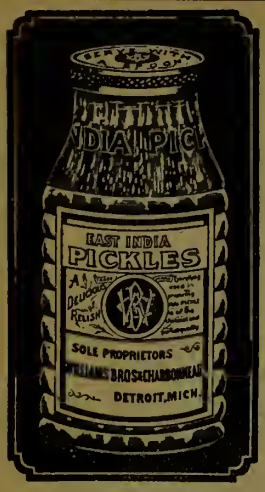
Know All . . .
Grocery Clerks

Agents for Knox Gelatines

A. E. Richards & Co. Hamilton.
William H. Dunn, Montreal.
Beattie & Elliot, Quebec.
C. & E. MacMichael, St. John.
Alfred D. Hossack, Vancouver, B. C.
H. F. Baker, Halifax, N. S.

That you can have, without money and without extra work, a High Grade Columbia Bicycle of latest pattern, and delivered to you from the Pope Manufacturing Company's factory. Send me your address on a postal and I'll write you all about it.

C. B. KNOX, JOHNSTOWN, N. Y.



First and Foremost

EAST INDIA PICKLES

None Finer ever offered to the Trade...

A High-Grade Pickle at Moderate Cost

A. E. Richards & Co. Selling Agents **Hamilton.**

Do you Handle **SOUTHWELL'S?**

IF NOT WHY?

We will be pleased to send you quotations.

Southwell's Jams, Jellies and Marmalades

. . . Are Pure Fruit . . .

Canadian Agents

FRANK MAGOR & CO. 116 St. John Street, Montreal.

CURRENT MARKET QUOTATIONS

Toronto, Jan. 28, 1897.

Tbis list is corrected every Thursday. Tbe prices are solicited for publication, aud are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in tbis department are under tbe direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, tbe right being reserved to exclude such firms as do not furnisb reliable information.

BAKING POWDER.

Snow Drift—	
¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 lb. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
10 cent can.....	0 90
Ocean Wave—	
No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ¼ " " "	5 75
5lb., ½ " " "	9 00

Prices of cbeaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1	25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases $0	75
Englisb Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb. tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
½ No. 4 .....$	4 00
½ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

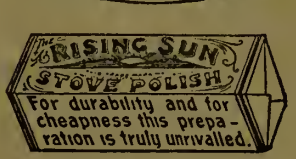
THE F. F. DALLEY CO.

Englisb Army Blacking, ¼ gross cases $	9 00
No. 2 Spanisb " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per doz
New York Dressing, 1 doz. cases.....	0 75
Spanisb Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes..... $	8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5 00

THE F. F. DALLEY CO.

Gem Stove Polisb, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed	0 07
Warblers Bird Seed	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed	0 04½
London Bird Seed, bulk 25 lb. cases..	0 05
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

CORN BROOMS

CHAS. BOECKH & SONS.

	per doz. net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

Starch is Starch

But some of it is hardly worth calling starch. Flour or chalk might just as well be used in many cases, and produce as good results as many so-called "Starches."

When a thoroughly reliable article is desired avoid risk by getting what you know to be first-class and absolutely pure. You can't improve on

EDWARDSBURG STARCH CO. Cardinal, Ont.

EDWARDSBURG STARCH.

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 70	1 90
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 50	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 60	0 75
" Sifted select	0 80	0 95
" Extra sifted	1 15	1 30
Pears, Bartlett, 2's	1 65	1 75
" 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 40	2 50
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 70	0 75
Lobster, talls	2 20	2 40
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 45
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " ¼'s	0 10½	0 11
" " " " ⅛s	0 18½	0 19
Sardines, other brands 9¾	0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" ½'s "	0 33	0 36
Sardines, Amer., ¼'s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kippered Herring, 1-lb.	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4 lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef.
No. 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz
2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1½ lb.	7 00	7 20
" " 2 lb.	8 50	8 80
" " 2½ lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" " 2 lb.	6 50	6 80
Chipped Beef, ½ lb.	1 60	1 70
" " 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" " 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb.	70	75
Potted Meats, Tongue or Ham ½ lb.	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb.	70	75
Potted Deviled Ham or Tongue, ½ lb.	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	....
liced Gold Band Bacon	3 00	...

Codfish.

	per doz.
Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 365c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½
CADBURY'S.	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb.
French, ¼'s—6 and 12 lbs.	0 30
Caraccas, ¼'s—6 and 12 lbs.	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs.	0 26
Diamond, ¼'s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz.
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb.	$ 0 34	$ 0 36
Triple Vanilla—		
White "	0 73	0 83
Unsweetened—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. boxes "	0 19	0 20

FRY'S.

(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	per doz
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	....
" 1 lbs. " "	....
Homeopathic, ¼'s, 14 lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc.
Used for lunch and breakfast as sandwiches.
Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald.
For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier
The world-renowned French Vanilla Chocolate.

Salt
Salt
Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . . .

TORONTO SALT WORKS

TORONTO, ONT.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

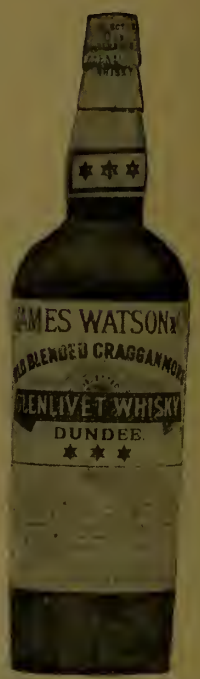
Send your orders to

THE COWAN CO., Ltd.
470 King St. East, Toronto

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844
IS THE BEST.

ASK FOR

MOTT'S



Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.

Agents for the Dominion
10 Lemoine St.
MONTREAL

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	0 50
Caraccas Sweet, in boxes, 6 lbs. each.	0 38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. os	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.
Terms, 3 p.c., off 30 days.

SCHEPP'S

	per lb.
Improved in packages—	
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb	0 20	0 22
Improved Shredded, "	0 18	0 20
Beaver "	0 16	0 18
Macaroon "	0 16	0 18
Desiccated "	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb.
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20

TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Laguaya "	....	0 27
Mocha and Java	0 32	0 35
Old Government Java	0 30	0 32 0 36
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 26
Crushed East India	....	0 20

CONDENSED MILK.

NEW YORK CONDENSED MILK CO

	per doz
Gail Borden Eagle, 4 doz. 1-lb. cans per case	2 50
Gold Seal Brand 4 doz. 1-lb. can per case	2 00
Borden's Peerless Evaporated Cream Family size, d in case	1 75
Hotel size, quarts, 2 doz. in case	
Half-gallons 1 doz. in case	
Gallons, ½ doz. in case	

Quality thoroughly guaranteed.

BISCUITS

Pay the Grocer a good profit. Encourage the sale of them by making a nice display. Goods well shown are half sold. A dozen of our Glass Front Tins of Biscuits conspicuously placed in your store will be "trade bringers." Our representatives are on the road. Let them advise you. Remember you can't afford to be without T. B. & C. Co.'s **CREAM SODAS.**

Toronto Biscuit & Confectionery Co.

7 FRONT STREET EAST - - TORONTO.

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

Crown Brand (Robert Greig & Co.)—

1	oz. Bottle, per doz.	0 90
2	" " "	1 50
2½	" " "	2 00
4	" " "	3 00
8	" Bottle "	6 00
4	" Glass Stop'r "	3 50
8	" " "	7 00

Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles.....gross	12 00
Ketchup, Screw Top..... "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz	6 00
Milk Granules with Cereals, in cases, 4 doz	5 ℔

FRUITS.

FOREION.	per lb.
Currants—Provincials, bbls	0 04⅛ 0 04¼
" ½ bbls	0 04⅛ 0 04¼
" Filiatras, bbls	0 04¼ 0 04½
" ½ bbls	0 04¼ 0 04½
" Patras, bbls	0 05 0 05⅛
" ½ bbls	0 05 0 05⅛
" cases	0 05 0 05½
" Vostizzas, cases	0 07 0 08½
" Blue Pearls	0 08 0 08½
Dates, Hallowee boxes (new)	0 06½ 0 06¾
Figs—Eleme, 10 oz	0 07½ 0 00
" " 10 lb	0 09 0 12
" " 18 lb	0 11 0 13
" " 28 lb	0 13 0 16
" taps	0 03¾ 0 04½
" natural, boxes	0 07
" ditto, bags	0 04½
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux	0 04½ 0 06½
Raisins—Valencia, off stalk	0 05 0 05¼
" Fine, off stalk	0 05¾ 0 06
" Selected	0 06¾ 0 07
" Layers	0 07¼ 0 07½
" Sultanas	0 07 0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½ 0 08½
" Malaga	per box.
" London Layers	1 60 1 80
" Black Baskets	2 20 2 65
" Blue Baskets	2 25 3 50
" Choice Clusters	2 25 2 75
" Dehesa Clusters	3 50 4 00
" Non Plus Ultra	6 00
" Imperial Bunches	5 75 6 00
" " Russian Clusters	5 00 5 50

DOMESTIC.	
Apples, dried, per lb	0 02½ 0 03
" evaporated	0 03 0 04

FOOD.

	per brl.
Split Peas	3 25 $3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00

ROBINSON'S BARLEY AND OROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISINO

FLOURS.	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot	1 20
Crystalized Fruit, flavored	1 65
Acidulated	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.		
1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 70
3 dy C P	3 90
HORSE NAILS— Canadian, dis. 50 per cent.	
HORSE SHOES— From Toronto, per keg	3 60
SCREWS—Wood— Flat-head iron, 80, 10 and 10 p. c. dis. Round-head iron, 75, 10 and 10 p. c. dis. Flat-head brass, 77½, 10 and 10 p. c. dis. Round-head brass, 72½, 10 and 10 p.c. dis.	
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under)	1 35
ROPE—Manilla	0 09 0 09½
Sisal	0 06¾ 0 07¼
AXES—Per box	5 25 9 00
SHOT—Canadian, dis, 17½ per cent.	
HINGES— Heavy T and strap	0 04¾ 0 05
Screw, hook and strap	0 03¾ 0 04
WHITE LEAD—Pure Association guarantee, ground in oil.	per 100 lbs.
25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02
TURPENTINE— Selected packages, per gal.	0 40 0 41
2c. extra outside points.	
LINSEED OIL— Raw, per gal	0 44 0 45
Boiled, "	0 47 0 48
2o. extra outside points.	
GLUE—Common per lb	0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL S OOODS. Frank Magor & Co., Agents.

	per doz.
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNO & SMYLIE S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed per gross, net	$12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AOENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8
Banagher	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
d—Fine old Scotch		4 40
Special old Scotch		5 00

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.	
Pony size	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
½ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 00
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03⅜	0 03¾
Patna		0 04¾
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURO STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate.	0 08
		0 08½
PURE—16-lb. boxes		0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	0 07½

For puddings, custards, etc.

ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs	0 05¼
Bbls., 175 lbs	0 04¾
Kegs, 100 lbs	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs	0 06½

SUGAR.

	per lb.	
Granulated	0 04	0 4·10
Paris Lump, bbls. and 100-lb. boxes	0 05⅜	0 05½
" in 50 lb. boxes	0 05½	0 05⅝
Extra Ground, bbls. Icing	0 05⅜	0 05½
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03⅝	0 03¾
Bright Yellow	0 03⅜	0 03⅝
Dark Yellow	3 30	0 35
Demerara	3 50	0 00

COCOANUT?

Yes,

It's all right!

SCHEPP'S

Improved Shredded and Edelweiss Brand Thin Strip have no equal.

They are the Standard goods with first-class trade. . . . . .

Factory, 6 and 8 Bay St. TORONTO

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

HELLO!!! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	....	1 00
" 3 gal. pails.....	1 35	1 40

MOLASSES.

Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

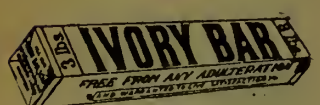
SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot.....	4 20
Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

BLACK.

Congou—	per lb.	per lb.
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35

CHINA GREENS.

unpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

PING SUEYS.

Young Hyson—		
Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19

JAPAN.

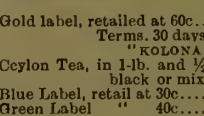
Half Chests—		
Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

LIPTON'S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON.	per lb.
Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21



Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ccylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—

Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5 lb. bx	0 38
I. O. F., 1-10, 5 lb. box	0 28½
Sohmer, 1-10, 5 lb. box	0 32½
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco, all sizes.....	0 60
Crown Cut Plug Mixture, ½ lb. tin	0 50
" " 1 lb. tin	0 47

Cigarettes—	per 1,000
Sonadora Havana...	$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tobacco)	3 50

Plug tobaccos (sweet chewing)—		
Navy, in caddies.....	....	0 35
Navy, plug mark.....	0 33	35
Honey, boxes and caddies		43
Spun roll chewing, boxes		55

Plug smoking (with or without tags)—	per lb
Black Crown, caddies	0 35
Crown Rouge smoking....	0 38
Leaf tobacco, in bales.... 0 08	0 20

Cigars—	
La Sonadora Reina Victoria Flor Fina, 1-20....	$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Creme de la Creme Reina Victoria Extra, 1-20....	55 00
Creme de la Creme Reina Victoria Special, 1-20....	50 00
Honeymoon, Regalia Comme il Fait, 1-40	55 00
El Caza Culebras, 1-40....	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10.....	25 00
Ditto, low grades 13 50	20 00

CIGARS—S. DAVIS & SONS, MONTREAL.

Sizes.	Per M
Madre E' Hijo, Lord Lansdowne....$60 00	
" " Panetelas	60 00
Madre E' Hijo, Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins.....	55 00
El Padre, Reina Victoria	55 00
" Reina Victoria Especial..	50 00
" Conchas de Regalia.....	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine.....	35 00
Cable, Conchas	30 00
" Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre.....	1 00
Maurlcin.....	15 00

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Pails, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 10	$3 30
Telephone	2 90	3 10
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross.....$	2 00
" 10 " "	1 10
" 2 Tiger, ...	5
" 4 " "	2

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE Oil

Best general purpose oil known. Specially adapted to Miners' trade. Best advertised and most used. If our Travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Wm. Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❀ **16 oz. Bottle, $1.00.**

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW
TORONTO . . . . . MONTREAL

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto, Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

Established 1780.

WALTER BAKER & CO., LIMITED,

Dorchester, Mass., U. S. A.
The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES
on this Continent. No Chemicals are used in their manufactures. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their **Premium No. 1 Chocolate** is the best plain chocolate in the market for family use. Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Consumers should ask for and be sure that they get the genuine

Walter Baker & Co.'s
goods, made at
Dorchester, Mass., U. S. A.

CANADIAN HOUSE,
6 Hospital Street, - - Montreal.

PUREST AND BEST

Windsor Salt

FOR HOUSEHOLD USE
FOR MAKING BUTTER
FOR MAKING CHEESE

Composed of Natural Crystals—uniform—and dissolves readily

Prices can be obtained and orders promptly filled by addressing your wholesale grocer.

THE WINDSOR SALT CO., LIMITED,
Windsor, Ont.

THE "GENUINE"

is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass.

HEAT WILL NOT BREAK IT.

EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

COWANS, KENT & CO., - TORONTO

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES 36 Front St. East and 27 Wellington St. East.

THOS. O. IRVING, Superintendent.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B. ETC., ETC.

Wholesale trade only.

COX'S GELATINE

Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

EL PADRE NEEDLES
EL PADRE NEEDLES

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, FEBRUARY 5, 1897. No. 6

COLMAN'S MUSTARD

BEST ON EARTH

Kippered Herrings

The recognized leading Brand in all the markets of the world.

Fresh Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

MARSHALL & CO.
Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

THE ONLY TEN CENT CIGAR

VARSITY CIGAR 5c. THE BEST IN THE MARKET

HERE IS A GOOD CHANCE . .

to work up a nice trade in high-class soup and make money at the same time by handling

Armour's

White Label

SOUPS !

Write for price and list of assortment to

H. P. ECKARDT & CO.

TORONTO

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DON'T FORGET

That in selling Silver Dust Washing Powder you

MAKE MORE MONEY

than by selling any other. It gives the greatest satisfaction. Don't wait for the spring rush. Order now.

The Silver Dust Mfg. Co.

Hamilton, Ont.

The wise grocer does not compete with Sugar, but looks and points with pride to the extra value of the

RETURNED Feb. 9/97.

TEAS

he offers

Our sales of Teas for 1896 were enormous, but we want 1897 to eclipse all past effort. We will make it worth your while to help us break all past records.

INDIANS
CEYLONS
JAPANS
CHINAS
} All grades

T. B. ESCOTT & CO.

LONDON, ONT.

Standard Goods THE Best to Handle

FOR PURITY

This brand is always reliable.

BI-CARBONATE OF SODA
TRADE
MARK.
THE UNITED ALKALI CO.

FOR STRENGTH

Highest test $98\frac{50}{100}$ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

Lazenby's Jelly Tablets

These are **ABSOLUTELY PURE** and made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality made.

FLAVORS

LEMON,	PUNCH,	VANILLA,	CALVES' FOOT,
ORANGE,	COGNAC,	CHAMPAGNE,	STRAWBERRY,
CHERRY,	RASPBERRY,	MADEIRA,	PINE APPLE.

BOXES CONTAIN: 2-doz. ½-pint, 1-doz. pint, or 1-doz. quart packets.

A RELIABLE

Castile Soap

IS

"LE LION ROUGE"

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

CRESCENT BRAND

BM&Co.
TRADE MARK.

BRUNNER, MOND & CO., Ltd,

NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

As Spring is now close at hand and merchants throughout the Dominion will be replenishing their stock of Shoe Blackings, why not keep the best when it is just as cheap, and will give every satisfaction to the user ?

ENGLISH ARMY BLACKING

For a Quick, Lasting and Bright Polish, it is the Best in the World.

Now, that seems to be saying a good deal, but it is not one word too much, for everybody that has used this Blacking has spoken of it in the highest terms.

The F. F. Dalley Co. Ltd. - Hamilton, Can.

GRAHAM'S PEPTONIZED CONDENSED MINCE MEAT

is now being sold by most grocers, and is as good as any on the market. Remember our package will make three medium sized pies, and the retail price is 10c. per package. Liberal discount to the trade. Try some.

. . DRIED APPLES . .

I am paying cash for these goods delivered at Belleville and Norwich. Write for prices stating quantity and quality.

R. J. GRAHAM, Belleville, Ont.

FOR THE Whitest Lightest and Sweetest Cakes

USE *Ocean Wave Baking Powder*

Manufactured by the

Hamilton Coffee and Spice Co.

HAMILTON, ONT.

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL

"CROSSE & BLACKWELL"

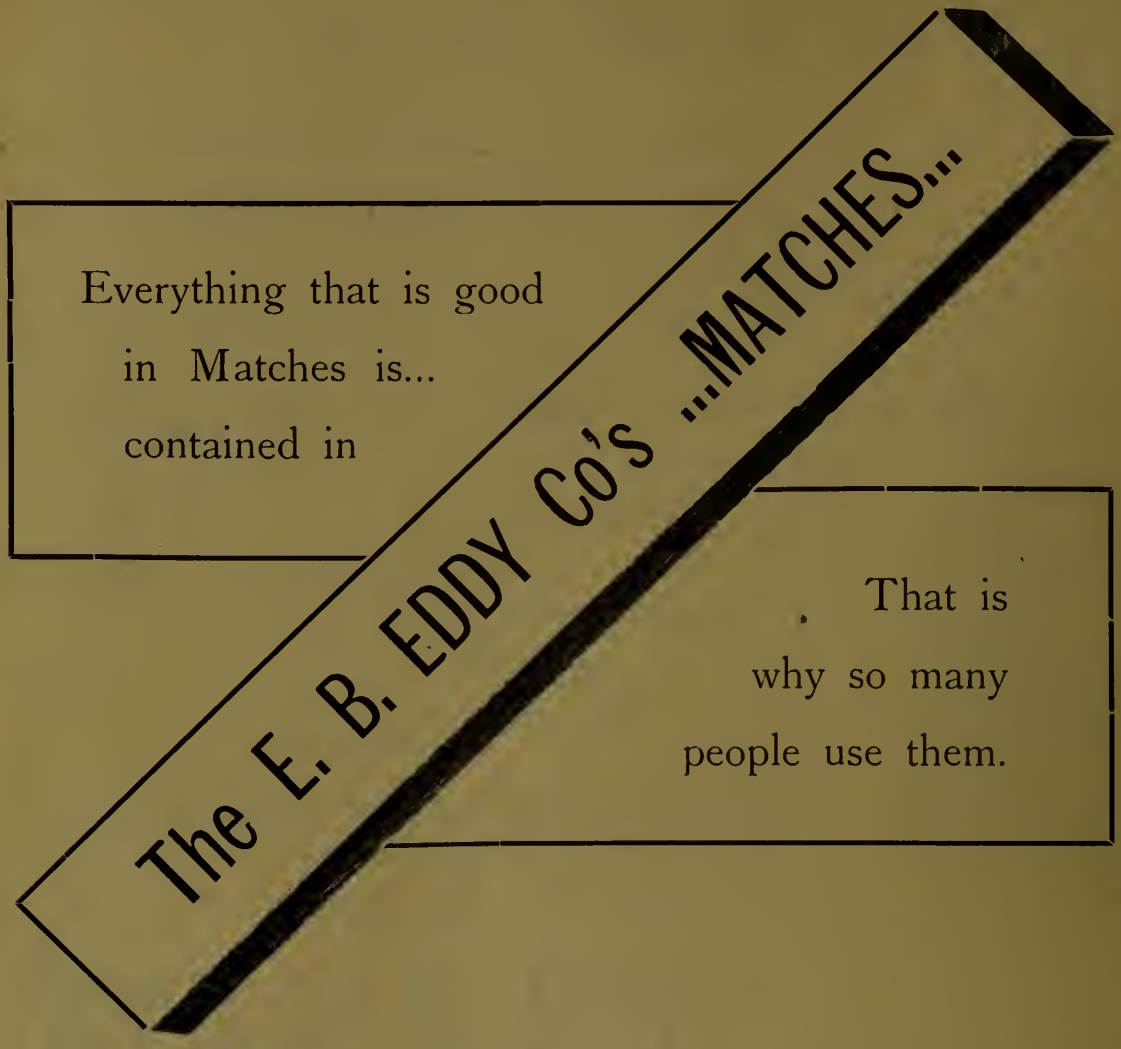
SEASON 1897

Fresh Fruits, Jams, Jellies and Orange Marmalade, in glass jars with patent vacuum covers. Also

CANDIED PEELS

Lemon, Orange, Citron.

The above are the finest goods in the market.



Prices were advanced on 1st February.

The E. B. EDDY CO., Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

BROOMS

ROSE, THISTLE PANSY

Freight paid on 5-doz. lots.

MATCHES

SOVEREIGN MATCHES

Freight paid on 5-case lots.

The H. A. NELSON & SONS CO., Ltd., Toronto and Montreal.

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

GOOD MILK

at all times

"Reindeer" Brand Condensed Milk.

PROFESSOR JAMES W. ROBERTSON, Dominion Dairy Commissioner, says :

"The Truro Condensed Milk, 'Reindeer' Brand, has been analyzed by our Chemist, and found superior to the famous Swiss products."

TEAS . .

That please the consumer and make money for the seller. We have them in all growths and grades—handsome in style and draw, and bought at right prices too. The value to the retailer is unquestionable.

To be retailed at 25c. and upwards—our assortment of **JAPANS** and **YOUNG HYSONS** offers bargains for the keen buyer and judge of value. It is a pleasure at all times to submit samples for comparison and draw. The result we leave with the buyer.

W. H. GILLARD & CO.

Wholesalers Only

JOHN MOUAT, Northwest representative
. . . Winnipeg . . .

HAMILTON

A Double Profit

"Rose Brand"
Hams, Bacon, Lard

You save time if you don't have to stop to explain why "something else is just as good," and time is money to most of us. You make your profits certain because you keep your customers good natured by handing out just what they ask for—without coaxing.

"ROSE BRAND" LARD

is an honest Lard and folks know it as such and buy it for what it is. It has led all other brands in sales for twenty years. It is always fresh. It is absolutely free from things that don't belong in lard. Kettle rendered—white—hard. It is the lard that sells.

THE GEO. MATTHEWS CO. LTD.
OTTAWA AND PETERBOROUGH

FIT FOR THE QUEEN

Our condensed mince meat is a pure, clean and wholesome article fit for the very best tables. It pleases the most fastidious tastes just as it comes from the package, but is improved by the addition of a little cider or wine.

For mince pie, plum pudding, or fruit cake it is most delicious. Easily and quickly prepared.

J. H. WETHEY, Mfr. **ST. CATHARINES, ONT.**

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, FEBRUARY 5, 1897 ($2.00 per Year) No. 6

THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

IN the working machinery of the store's daily existence, the buyer has no part. Even in his own department, for which he has supplied the stock, he has no direct authority. The floor-walker, sometimes called an "usher" (either name is equally inadequate as descriptive of his duties) gets from $15 to $40 a week, and he earns it fully. What the buyer is to the inner management of the store he is to the outer. To the public he is nothing nore than a politely convenient living directory, who knows promptly that the ribbon sale is seven counters down to the left, and that carpet-sweepers may be found at the middle aisle on the third floor. Such matters as these are the simplest of his duties. To keep his salespeople up to the standard in dress, deportment, and activity; to be polite to everybody, to stand as a buffer between the salespeople and the wrath of those who have grievances against the store for goods missent, or other mistakes made; to see that the rules are obeyed, in short to be the arbiter of conduct and store etiquette; these are enough to guard him against ennui. Under a combination of a far-seeing, shrewd buyer, and a courteous, hard-working "aisle manager," as he prefers to be called, with a knack of managing people, any department will more than pay its share of the expenses of the establishment.

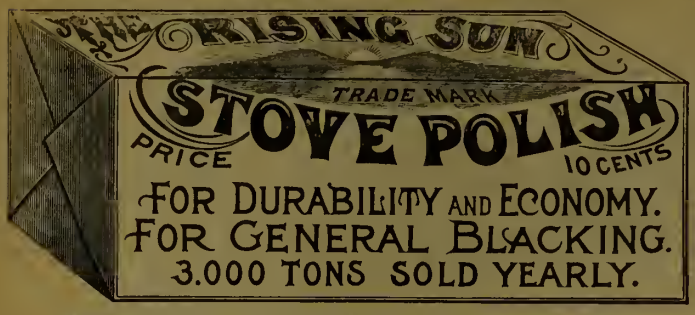
Under the floor-walkers as captains, and the executive officers as generals, with the firm as commander-in-chief, the great army of salespeople goes through its daily drill. In first-class stores they receive from $6 to $15 per week; in low-class, as little as $3. As yet the co-operative system, such as exists in some of the Paris shops, has not taken hold in this country; although occasionally as an incentive to "cleaning out" some particular stock, a percentage on sales from that counter is allowed. All the stores have rules of greater or less strictness to which their salespeople are held. The duties of the clerks are so well known as to require no description here. Anyone who has ever made a purchase at a department store counter has had opportunity while waiting for change to observe the process of sale. The very largest of the stores employ in the holiday season 2,500 salespeople, whose duties are entirely at the counters, of whom 500 are "extra help." Lowest of all in the scale come the errand boys and cash girls, who, while gaining the experience which will fit them to go behind the counters when they grow older, are content to be at everybody's beck and call for a consideration of $1.50 up to $3 a week. It will not be long, by the way, before the cash boys and girls are done away with entirely, and to the benefit of all concerned. The mechanical "carriers" are much more convenient, and, of course, vastly cheaper than human hands and feet. In the newest stores every department has its own cashier and wrapper. This is an expensive system for the store, but swift and convenient for the purchaser.

Some idea of the magnitude of the work necessary in the carrying on of one of these establishments may be gained from the fact that only one-third of the staff comes in contact with the public. At the top of the building, where the space is least valuable, are the stock rooms, where a busy corps, under command of the "head of stock," arranges the goods, unpacked in the receiving-room next door, in their places on the shelves, and transfers them upon order from the floor-walker, when he needs them to keep his department fully stocked. The work-rooms, where hundreds of girls, mend, repair, and alter all day long, are tucked away here and there, where the customers may pass their doors without suspecting their existence. It is but due to the merchants as a class to say that the "sweat shop" does not exist in the big stores. As a rule the working rooms are light and well ventilated, the pay of the women is about the same as that of the saleswomen, and the rules of the department are far less strict than those which obtain behind the counters.

Not so in the cashier's department, the pool into which all the rivulets of coin in the place empty. In many stores this is a dark room in the basement, where the air is poor, the light artificial, and the noise like a boiler factory. As the pay is not exceptional and the work is extremely trying, the cause for the envy with which the average salesgirl regards her sisters in the cashier's department is a puzzle over which the writer declines to waste time. To add to the difficulties of the cashier's department is the necessity of absolute accuracy; and where actual money is handled in some days during the busy season amounting to $100,000, practically all of it in small and odd sums of money with much change-making, the chances of mistake and error are enormous. Each day's business is balanced, and the totals must agree with the cash tickets.

In obedience to the law of gravitation the delivery department is most often in the basement, and here a great corps of men is employed sending out purchases. This department is like an express office, and it keeps in employment some four or five hundred men in the largest stores. It is the hardest worked part of the establishment, particularly in the holidays, when the men are on duty day and night, often for eighteen hours a day. For the two or three nights preceding Christmas many of them do not leave the store, having their meals served there and getting such cat-naps as they can in corners or improvised beds of bagging. To the delivery department by elevator, in wheeled boxes, or in the baskets of the floor boys, come all articles bought and not taken away by the purchasers. It is divided into local, freight and express delivery, the mail-order department being separate. Each article having come to the delivery room, and having been properly wrapped, marked and entered on the books, if ad

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

dressed for local delivery, is thrown on a long table, manned by youths who carry implements like the rake of the croupier. Around these tables, which are smooth and slippery, are sets of bins, each bearing a number, corresponding to the number of the driver who collects from it. As soon as the address on a parcel is read the youth who gets it slides it over the table, calling out the number to which it goes, whence it is raked in by another youth who unerringly tosses it to its destination. It is as good as watching a game to see the parcels disposed of, so swift and accurate is the action of the practised corps. Outside and above, in the streets, stands a long row of delivery wagons, of which a number of firms own more than 125 each, with twice that number of horses. In each wagon sits a "driver's boy." From his own bin the driver collects his goods and sends them up to his boy, who packs them in order for delivery.

Over the delivery department in every store presides a genius. How it happens that there are enough geniuses to go round is a mystery; but surely that is none too exalted a term for a man who keeps a whole city mapped out in his brain, and can tell you at once the nature of any locality you may name, whether it is built in brown stone or brick, the average of rents and whether it is a residence, boarding-house or apartment district. This employe in a New York store remembers and can immediately recall the address of several thousand credit customers. He keeps track of the growth of the city and the changes in character of various neighborhoods, a particularly difficult matter within the last three years, during which the character of many districts has changed radically. With the delivery of the goods at the house of the purchaser the store's duty ends, unless there is some mistake. Each article after it gets to the store is handled by six persons before it reaches the customer in the hands of the sales clerk and by nine more before it is finally delivered at the house—fifteen in all. Some goods go through a longer course than this; as, for instance, articles which are to be altered to suit the customer; but every bit of stuff, whether it be a hundred-dollar piece of silk or a five-cent notion, must pass through the fifteen processes. The persons who handle goods are in order as follows:

The receiving-room man, who unpacks it.

The head of the stock, who disposes of it in the stock-room.

The buyer's assistant, who marks it with his price.

The transfer or stock-boy, who carries it down to the sales-room.

The head of counter, who receives it.

The head clerk, who places it on the shelf or counter where it belongs.

The salesman or saleswoman, who sells it.

The inspector, who examines it after the sale.

The collector, who takes it in his basket to the delivery-room.

The packer, who makes a neat bundle of it.

The addresser, who copies from the accompanying slip the name and address of the purchaser, writing it upon the wrapping paper.

The assorter, who distributes the bundles into lots to go to the different parts of the city.

The youth of the long table mentioned above, who slides it with unerring dexterity into the proper bin.

The driver, who takes it from that bin.

The driver's boy, who helps the driver pack it in the wagon, and who finally completes the long list by handing it in at the door.

No other business that is conducted under one roof equals the department store in magnitude of detail. Take, for instance, the case of one of the giants of the species. It employs from 3,500 to 5,000 persons, according to the season. In a year it does nearly $10,000,000 of business. Its largest individual sale last year was an orchestrion for $4,500, and its smallest a patent clothespin for 1c. During the holiday rush there were several days when its gross receipts ran over $100,000. It has more than 70 departments. To heat it 100 miles of steam pipe are required, and the electric light plant would adequately equip a small city. It represents a rental of nearly $300,000 a year, and at a conservative estimate the daily expenses of the store are $5,000. When it is considered that this enormous sum is made up from the profits on sales, for the most part in small parcels, one gets an inkling of the infinite care in details and the perfection of system which go to make such enterprises as largely profitable as they are. A man who has himself conducted one of these businesses recently made this statement:

"The profits of the department store are represented by the cash discounts on its bills."

That is, the big store, by virtue of its quick returns, is able to pay cash for purchases instead of buying on long time; and as it is well known that five per cent. is a high average discount we have an index as to yearly profits if this statement, which has been several times verified, is exact. So fine is the line that divides profit from loss. The store should turn over its whole stock five or six times a year, though some special stock may turn a dozen times. It is a water-wheel which is propelled by the stream of trade, and the drops which it throws off in its revolutions are the profits. And here it may be said that in the conduct of the business the unvarying rule is that for every expenditure of time, space, or money there must be a sufficient and calculable return. This principle pervades every department.

The finances of the department store are constantly in motion, a never-ending stream pouring in and out and in and out, and leaving at the end of the year a sediment of gold at the bottom. But, in addition to this perpetually moving capital, there is a stationary capital; for such the brains of men who do the firm's work must be considered. In order to keep the employes who are most useful to the store, men with ideas in their heads and originality in their ideas, the firm must offer opportunities for progress; for the men best worth having will not stay where there is no chance to rise. Death and retirement are constantly making breaches in the executive forces, and men must be found who can step into the places of those made vacant. This is why every firm makes the human element

The Circle Brand

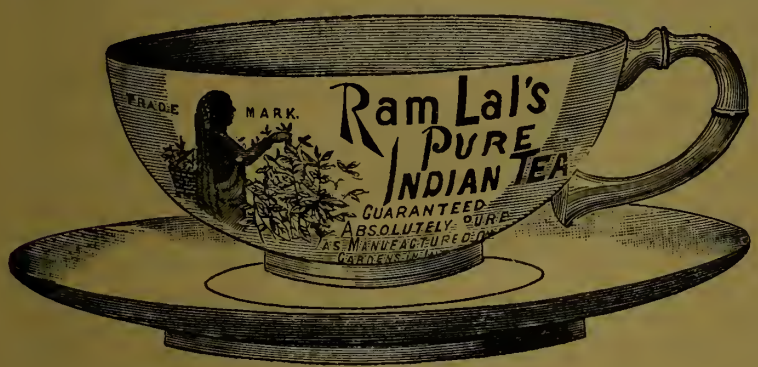
is the best TEA for the money in Canada to-day...

We have made a "radical departure" in supplying you with an **air-tight odorless** packet. Our system is **new**—it is **rational.**

3 Bar is packed in 60 lb. cases, all pounds. 4 Bar is packed in 60-lb. cases, pounds and halves.
5 Bar is packed in 60-lb. cases, pounds and halves.

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON

RAM LAL'S PURE INDIAN TEA



The first introduced in the market of Package Teas.

The most largely imitated and most abused by competitors.

Is Still Leading the Van

The reason is: the company has always kept up its standard. There are package teas more extensively advertised, but we find our tea once introduced advertises itself, by its sterling worth. This tea is packed on the gardens in India and (is not a blend of teas picked up all over) it loses none of its fragrance, aroma nor strength from the time it leaves the gardens until it goes into the teapot.

Ram Lal's Pure Indian Tea Co., Calcutta.

JAMES TURNER & CO., - HAMILTON
WHOLESALE AGENTS.

Don't Believe

That MacLaren's Imperial Cheese is the best, just because we say so. Find out what others say—others who know what good cheese is. All competent judges will tell you the same thing, in just about so many words—

MacLaren's Imperial Cheese is Perfect.

MOLASSES AND SYRUP

We have a special line of N. O. Molasses, also Extra Bright Sugar Syrup. Best value in the market.

SEE OUR PRICES

T. KINNEAR & CO. - 49 Front St., East.

of the store a never-ending study. In the case of the buyers and executive officials, and others in prominent positions, such a reckoning is not so difficult, since their work shows for itself. So exactly is the selling machinery of a store adjusted that there would seem to be little opportunity for the clerks to show special ability ; but the ever-vigilant usher is constantly on the watch for evidence of work, and the salesman or saleswoman who does good work is seldom unappreciated.

(To be continued in our next issue.)

FALSIFYING INVOICES.

CASES are frequently made public in which importers pass goods through the Customs on false invoices. It is reasonable to suppose that there are many other cases which are not made public. These false invoices often work great injury to honest business men, because the rogue can undersell the man who pays full rates. When a man is found guilty of passing goods through on such an invoice he is generally let off very easily. It is often hinted, and there can be no doubt of it, that on his political opinions very often depends the severity of his punishment.

A. M. Bell, wholesale hardware merchant, Halifax, in giving evidence before the Tariff Commission last week, discussed this question. He said: "I would put a man who passed a fictitious invoice into the penitentiary and keep him there so long as not to give him an opportunity of repeating the offence."

Several leading members of the different branches of trade were called upon in Montreal in regard to the matter. They all were unanimous in condemning the practice.

President Bickerdike, of the Board of Trade, said that such practices tended to lower the ethical standard of the business community, and he could not condemn them too strongly. When an unscrupulous merchant found that he could practically ignore one law it was calculated to create a feeling of contempt for all laws, and engender a low code of business morality. If the law was on the statute books it should either be rigidly enforced or wiped off. A law that could not be enforced should never be enacted, and if it was the case in this instance, the best thing to do would be to repeal it and enact some practical measure in its place. While it was law, however, the Custom House authorities should try and have it as rigidly enforced as possible. There was a penalty in the case of a man perjuring himself in the courts. Why should a man who committed practically the same offence at a Custom House not be treated in the same manner? If it was suspected that an importer falsified his invoice and swore to it as correct he should be tried in the courts the same as any other perjurer, and if found guilty sentenced as such.

Geo. E. Drummond, president of the Montreal Metal and Hardware Association, had been told that the Custom House authorities experienced considerable trouble in regard to falsified invoices. He was in favor of as severe a penalty in case of infractions of the law as in the case of perjury in the criminal courts. When an importer testified to a false invoice he was committing as grave an offence as a witness who swore a false oath in a court of law. The crime was identical in each case, and the same penalty should be imposed. If it was true, as claimed, that the practice was winked at or passed lightly, it was bad in a moral sense, inasmuch as it tended to create a contempt for the law. Mr. Drummond added that a system of specific duties would be the best safeguard against such immoral practices in the case of heavy hardware. On such lines the freight rate from point of production formed a large part of the actual cost. Then there was great variation in the price of such material, making the proper collection of ad valorem duties difficult. United States pig iron furnished an instance. The price was gauged on the cost at northern markets, which was say $10.50 to $13 per ton, according to grade, whereas in the south, owing to cheap negro labor, they were as low as $6.50 to $7 per ton. The only safe form of duty to guarantee a revenue in such a case was the specific. Pig iron fluctuated in price from year to year almost as much as wheat. For that reason also the specific duty was the only sure guarantee of a stable revenue.

L. E. Geoffrion, of L. Chaput, Fils & Cie., said that dealers who falsified their invoices should certainly be prosecuted the same as any other person who took a false oath. It was his experience, however, that the Customs people by their methods encouraged importers to make declarations which they could not conscientiously swear to. He had called the officials' attention to this on more than one occasion, and the reply was that such declarations were more a matter of form than anything else. In one case he had positively refused to sign a declaration because he could not agree to the values set forth in the document. He did know how it was in other branches of business, but in the grocery trade importers were frequently obliged to "declare" invoices the value of which had been altered by the Customs people. For instance, his firm might import a line of groceries the actual cost value of which was, say, 10s., but the Customs authorities might mark it 12s. and the importer before he got his goods through had to declare to such, knowing at the same time that it was incorrect. Such practices were, in his opinion, calculated to create contempt for the laws, which was bad socially and morally.

Geo. B. Fraser, of S. Greenshields, Son & Co., the partner who bought and fixed values on the large quantities of dry goods handled by this firm, said that they had experienced very little trouble in regard to the Customs. Their goods, however, were different to hardware and groceries, which were sold from a list and frequently fluctuated in value. With a chief appraiser who knew his business as well as Mr. Brosseau, of Montreal, the chances for trouble of this kind were slim. In any case where a dis-

"CALUMET"
BAKING POWDER.

A high-grade American powder at a moderate price. Stylish label.
All grocers should sell it. Order from

The DAVIDSON & HAY, Ltd.
WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

honest trader passed goods at an undervaluation it was bound to render injustice to his honest confrere. If the Customs authorities came across such cases, the offender should certainly be as severely punished as the law allowed.

CROW'S NEST SURVEY.

C. E. PERRY, the Canadian Pacific Railway Co.'s engineer in this district, accompanied by a corps of 15 men, has established a camp at the mouth of Duck Creek, near where the Kootenay River empties into Kootenay Lake. The party will remain in the field at least six weeks, for the purpose of making a survey for a railroad from Duck Creek to a point opposite Balfour.

This is the route of the main line of the Crow's Nest Pass railway and is the second section of location by the C. P. R. officials, the first section being along the south shore of the outlet from Nelson to a point opposite Balfour, which was made some time ago. The completion of the work now being done will give sixty connecting miles from Nelson eastward.

The third section will embrace the territory lying between Duck Creek and the divide which separates East and West Kootenay. The survey of this will very probably be commenced as soon as the snow will permit. The location of the line across East Kootenay to the Crow's Nest Pass will then quickly follow. The pass and its approaches have been surveyed, as has the route through Southern Alberta.—Rossland Miner.

WHAT HE MEANT.

I say, do you think that Wiggins is a man to be trusted?

Trusted? Yes, rather. Why, I'd trust him with my life!

Yes, but with anything of value I mean?

SPICE-ODORED STORES.

Next to the florist's the grocer's place of business appeals with most success to the olfactory nerves, and it is a pretty good criterion of the rank of a grocer in the business when the spicy odors of tea, coffee, cinnamon, cloves and pimento, to mention only a few of the most aromatic articles, are not overpowered by less pleasant scents, remarks Merchants' Review. The cleaner the store, the better the stock and the more prosperous the grocer—the more grateful are the odors which assail one's nostrils when one enters the store. Sometimes the fruit and vegetable trade of a grocer assumes such proportions that the scent of crushed leaves and wilted vegetables and fruit completely overpower the usual odors of the grocery part of the business, and we have noticed that when the green grocery smells prevail the grocery part of the business is apt to be neglected to a degree that injures trade.

Better

Pan Dried Rolled Oats are not so white as some brands, or as flaky, but what do regular customers care about that? It's taste they're after—that rich, nutty flavor that only Pan Drying (our way) brings. It's taste, not sight, that keeps the regular customer coming for

Pan Dried (registered) Rolled Oats.

and

Yes—your customers often judge by appearances, but they often regret it afterwards. White, flaky Rolled Oats look nice—but that's not the point. They're to be eaten—the sense of taste is going to sell them or not sell them a second time.

Better

From Manufacturer to Retailer Direct.

The Tillson Company, Ltd.
Tilsonburg, Ont.

THE TARIFF ENQUIRY.

THE Tariff Commission sat in Ottawa on Friday, Saturday and Monday last.

THE OIL INDUSTRY.

The case for duty on coal oil was presented by Mr. Jenkins, who said the question was simply one of business life or death. Going into the history of the industry, he said that petroleum was early considered by the Government to be a fit subject for taxation. When it became an article of commerce in the early sixties, the Government imposed a revenue tariff of 10c. a wine gallon upon all oils. At that time Canada had many flowing wells. The United States imposed a duty of 48c. a gallon upon Canadian refined oil. There was no change until after Confederation, when the business was put under excise at 5c. per wine gallon. A revenue tariff of 18c. per Imperial gallon was imposed by Canada upon importations. In 1873 it was proposed to place the duty at a low figure. An enquiry took place, and the Mackenzie Government dealt with the industry in a bold and progressive way by making the duty 7 1-5c. a gallon. This remained for 17 years, until in 1894 it was reduced to 6c. a gallon. The Government of the day were told the business could not stand that reduction. The effect of it was that for months Petrolea was like a city of the dead. Providentially the United States market improved, and the industry began to thrive again. Mr. Jenkins proceeded to quote calculations to show that Canadian oil did not enjoy the full advantage of the six cents protection. The Government charges equalled one cent a gallon, duties paid by oil producers equal one cent a gallon on the oil produced. One cent a gallon was lost by competition with the American oil. The Canadian oil sold at from 2 to 4½c. less than the American oil. This was not due to any inherent defect, but to the fact that most of our lamps are constructed to burn American oil. The Canadian oil contains more carbon than the American, and consequently requires greater draught or more oxygen than the other. In a proper lamp it was worth one-third more than the American oil. The geographical conditions of Canada were very hard on the industry, too. The Dominion is a long, thin country, and freight charges are therefore very high. The oil industry is one which has been now 30 years in existence, and they claimed that the public have been well and faithfully served. Their working margin was infinitely small, and any action to lower the duty would have the effect of putting the business on the first stage of decline.

In reply to a question from Sir Richard Cartwright, Mr. Jenkins stated that the price of oil in Canada was regulated from Halifax. He estimated the production of petroleum in Canada at 800,000 barrels per annum, and of this between 41 and 42 per cent. is manufactured into coal oil. There are five active refineries in the country at the present day, all separate and distinct from one another. There are 8,000 oil wells in operation in the Petrolea district, owned by 600 different parties.

Mr. F. A. Fitzgerald said the American consumer has been stated to pay less for his coal oil than the Canadian, but the oil men of Canada had gone to the expense of securing sworn testimony from points in every part of the United States to show that the price usually was about the same as in Canada.

Mr. J. H. Fairbanks set down the average consumption of oil per family in Canada as 15 gallons. At present the Government gets 6c. a gallon from coal oil, but, supposing this were removed, the public would only have to pay the money on other articles, and the question is a very grave one whether, if the Canadian competition were cut off, the price would go up instead of down. The Canadian interests would certainly die. Canadian oil has been improving right along. The duty to-day is just one-half what it was before the National Policy. The last reduction in the tariff was ill-advised, and the Finance Minister himself opposed it in Parliament. If the American oil industry had not made the opening the drills would have stopped, and the men would be walking the streets. One-third of the oil consumed in Canada is American and two-thirds Canadian. Last year $1,200,000 was the amount spent on oil.

The Canadian Grocer
The Dry Goods Review
The Hardware and Metal Merchant

are the only papers that have had their shorthand reporters with the Tariff Commission constantly. They have taken down every word of the evidence. They have published the most complete reports—fuller than any of the dailies.

MORAL—If you want all the news of interest to business men in Canada you must subscribe for

MacLeans' Trade Newspapers

Price, $2.00 a year each

MONTREAL
TORONTO

THE SUGAR INDUSTRY.

A deputation representing the sugar industry waited upon the Commission on Saturday. The deputation consisted of Senator Drummond, Messrs. J. F. Stairs, ex-M.P., W. W. Watson, E. Baumgarten, T. Labatt, G. N. Greenshilds, B. T. Rogers, Vancouver, and T. M. Cutler, Halifax.

The interview was private. The duty at present is 50c. per 100 pounds on raw material, and $1.14 on the hundredweight for the finished article. If the duty on raw material is raised they pointed out that to continue the protection it would be necessary to increase the duty on the finished article. Senator Drummond, who was the chief spokesman, declared that Cananian granulated sugar was the best in the world. Employment was given to about 3,875 men, including subsidiary trades. The plant in existence could turn out 50 per cent. more refined sugar if there was a market for it.

THE VALUE OF CREDIT.

IS there anything under the sun, says a writer in Dry Goods Chronicle, that will fill the place of credit? I believe not. If there is I have never met with it. Cash is the only available substitute, and even that fails in many instances.

There are firms in New York that will refuse to open account for cash with a man who has no credit; they will have no business transactions with anyone who has not a current credit rating in this market. Yet those same firms will not hesitate to open an account with a man whom they find relatively well rated.

I have experienced that singular thing, a wholesale firm that refused to sell goods for cash to a merchant who had no credit rating. Reference showed that he always paid cash and neither sought nor received credit. The firm in question refused to sell him; they had no assurance of his soundness, no other testimony of his disposition to play fair other than that he paid as he went, so they positively refused to do business with him. He asked no accommodation at their hands; he wanted goods and would pay on the spot, yet they positively refused to place his name upon their books in any capacity whatever.

This only goes to show that "no record" is a bad record. The man who is not rated good is bad. Some men will persist in judging every man a rogue until he is proven honest.

Be careful of your credit; you can have no more precious possession than a good name, nor more valuable capital than a credit rating. The practice of having your check received by your creditor the day it is due, instead of sending it on that day, is a trifling thing, yet it will not go unnoticed. Trifles like this supplement your rating in dollars and cents, and help to stiffen it. Make no promises you cannot keep, and whether prompt or slow, be as good as your word.

There is only one way to make a successful business. That is to handle only such goods as are known to the public for their high quality. Such goods are the kind we handle. Would you like to try a sample order ?

Crown Brand Flavoring Extracts.

Their purity commends them to the wise cook. Their popularity commends them to the dealer.

Lorimier's Sauce.

Made from the purest materials—once used always used. Put up in half-pint and pint bottles.

Buchanan's Marmalade.

A shipment just received of Buchanan's Scotch and Home-Made Marmalade. The very best. Made from new fruit. In glass jars and 1-lb. tins.

Buchanan's Candied Peel.

Fresh and pure Lemon, Orange and Citron Peel. There are none better and few as good.

♦♦♦♦

Now is the time to place your orders for Maconochie Bros'. Pickles, Fish, etc., for Spring shipment.

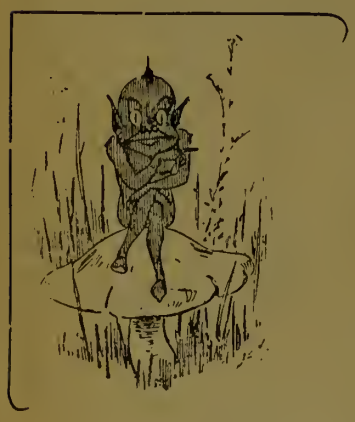
ROBERT GREIG & CO.

MONTREAL

Your Customers are getting tired of Apples

Give them something for a change. We have a large assortment of DRIED PEACHES, APRICOTS, EGG PLUMS, Etc., at low prices. Send along your orders.

H. P. ECKARDT & CO., WHOLESALE GROCERS, **TORONTO.**



There is a BAKING POWDER Called...

"DIAMOND"

Used by thousands of Canada's best cooks, and emphatically endorsed by them. Have you offered this to your customers yet? It is beyond all doubt the best low-priced powder within the reach of the people to-day. We didn't always sell it so cheap, but our facilities are now greater and the ingredients lower, and the retailer and consumer get the benefit.

"There's none better—not even at twice the money."

1-lb. tins,	2 dozen in a case	$1.20 per dozen.
½-lb. "	3 " " "	90 " "
¼-lb. "	4 " " "	60 " "

W. H. GILLARD & CO., WHOLESALERS ONLY, **HAMILTON.**

THE CANADIAN GROCER

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PROSPECTS FOR RECIPROCITY.

ONE cannot tell what a day may bring forth in national life any more than in the individual life; but, judging from the present outlook, the prospect for reciprocal trade relations between Canada and the United States appears to be remote indeed.

As every newspaper reader is aware, a movement is on foot in the United States to rehabilitate the reciprocity policy, fathered by the late James Blaine, and given effect by the McKinley tariff. But in all the discussions which have taken place practically no reference has been made to a trade arrangement with Canada. Reciprocal trade relations with the republics of South America is the one object apparently sought.

Only last week the National Association of Manufacturers in session at Philadelphia signified its approval of the principle of reciprocity, but it is evident from a perusal of the resolution which was adopted that it was designed that Canada should not come within the provisions of the scheme. Here is the resolution in question:

Resolved, That Congress be invited to re-establish and extend the system of reciprocity which may be employed to secure for us tariff favors in Latin-American and other markets in which we are the la gest buyers, while Europe is the preferred seller solely because of the lower wage rates and lower general costs of production in European factories.

He who runs may interpret this.

Of course, the attitude of the United States in regard to this matter is not very satisfactory to Canadians.

At least nine-tenths of us in this country are in favor of extended trade relations with the United States on an equable basis. We would be foolish if we were not. Individuals do not hesitate to enlarge business relations with each other. And nations are aggregations of individuals.

But Canada will not mourn like men without hope if the United States refuses to be a party to reciprocal relations with her. If the United States sets more value upon the trade of a group of semi-civilized republics, whose purchases from it aggregate but a few million dollars, more than it does the fifty-five million dollars worth of goods it sells to Canada annually all we can do is to stand aghast at the short-sightedness of its statesmen and business men.

The United States' total exports last year to the five Central American republics aggregated but $7,844,880; to eight countries comprising the West Indies, $26,541,529; and to twelve countries in South America, $36,296,984. A total all told of $70,683,393, divided among twenty-five countries, or only about ten millions more than to her near-by neighbor alone. Of course, it is only with comparatively a few of these countries that our neighbors expect to make treaty arrangements. It is only fair to state that the figures above given do not include the exports of the United States to Mexico, valued at $19,000,000.

Canada is by no means dependent upon the United States, and if our cousins across the border have an idea to the contrary they never had a more erroneous one.

Canada is by far a better customer of United States products than the latter is those of the former: Of the total exports of this country 36 per cent. go to the United States, but of our total imports a percentage of over 50 per cent. comes from the land to the south of us.

THE CANADIAN GROCER only wishes that the efforts of the Government to bring about a reciprocity treaty with the United States might be successful, but we are decidedly sceptical about the matter. And in the meantime we should redouble our efforts to develope our export trade with Great Britain and other countries.

FURTHER ADVANCE IN CURRANTS

CURRANTS have experienced another advance during the past week, private cables received in Toronto this week quoting prices 6d. higher, with the tendency still upward.

The strength of the market is due to its statistical position, stocks in Greece being less than one-half what they were this time a year ago. Stocks in all the chief consuming centres are also lighter than usual. This latter remark also applies to the local market.

Last year at this time the market fluctuated a great deal, with the tendency as a rule downward. The remembrance of this fact caused importers to exercise caution with the result already cited.

As already noted, the tendency of the market is now upward, while prices are from 3 to 4s. per cwt. higher than those which obtained a year ago.

A LESS VEXATIOUS TARIFF.

WHILE very little can be gained from the Ministers as to what they propose doing in a general way with the tariff, THE CANADIAN GROCER learned from a member of the Government that one important object they will have in view when preparing a new tariff will be to simplify it as much as possible.

For the past two years this policy has been continually advocated in these columns. Hon. Clarke Wallace endeavored to make changes, but he had a hard fight with the permanent officials and politicians.

The ordinary Customs officer imagines the tariff is made for him and not for business men and the country. He is fond of red tape, and is continually making regulations for importers. These suit his own convenience, but they harass the importer. The Government has selected the officials for their political and not for their practical business experience. By chance we occasionally get good men.

A sample case was mentioned the other day by a Montreal dry goods merchant. A man who knows nothing about dry goods was appointed assistant to the appraiser in dry goods. He had been a dealer in hides.

The evidence given before the Commission at every point emphasized the strong feeling among business men against the vexatious annoyances to which they are subjected by officious officials and unfair rulings. It is also likely that a strong effort will be made to reduce to a minimum the different valuations for duty of the same article at different points.

Among the hardware jobbers it is generally understood that there will be a reduction in the duty on shovels. We doubt if there is any ground for this rumor. Still it is what might happen in view of the very injudicious action of the shovel manufacturers in combining to pay a large sum of money to American makers to keep them out of this market.

SHARP ADVANCE IN VANILLA BEANS.

During the past three or four months vanilla beans have been advancing in price by leaps and bounds. Ordinary qualities of Mexicans, which could have been purchased a year ago as low as $6 to $8 per lb. are now held at $9.50 to $12, and are scarce. This is caused by a partial failure of the crops in all the principal places of growth, and it appears unlikely that any great decline in prices can take place during the next year. This will in all probability have a tendency to increase the price of extract of vanilla, which is one of the most popular flavors in use in this country.

WANT CITY POSTAGE REDUCED.

AT the recent annual meeting of the Montreal Board of Trade, J. B. Learmont, of the firm of Caverhill, Learmont & Co., spoke strongly in favor of the reduction in the rate of city letters from two to one cent.

He contended, and with considerable reason, that the cities and towns were taxed in order to make up for the deficiency that occurred in the country.

A large proportion of the city postage was distributed by the Government at practically little or no cost, being simply dropped in the post office and called for without ever touching the hands of the carriers.

He made the strong plea that by maintaining the present rate the country rather lost than gained in revenue, as many merchants found it cheaper to employ one of their junior clerks part of the day in delivering business letters than to pay postage on them.

The board had called attention to the matter before, but he presumed that it had been pigeon-holed like many other petitions.

The business men should keep persistently at the Government, which was the only way to secure the desired reform.

A motion in accordance with his remarks was unanimously adopted, and the Government will be again petitioned.

Everything is changing these days : Even Jack Frost is being cut out of his job by the ice machine.

PEPPER STILL ADVANCING.

Pepper, both black and white, continues to advance in the primary markets.

Compared with a year ago, prices are fully 1½c. per pound dearer. The lowest point touched last year was the lowest ever known.

Stocks in both London and New York are much reduced. One reason for this is that during the last three years the pepper market has been an unsatisfactory one, advancing one day and receding the next, thus causing a lack of confidence and an absence of buying.

Shippers' agents report that a few good-sized orders have lately been placed in Toronto, but as a rule there is not a great deal being done in this commodity.

CALIFORNIA ORANGES ARE KING.

California oranges are king on the Canadian market at the moment.

In spite of the fact that they are materially higher than the Valencia product, the demand for them is much keener than for the latter.

The way things are at present on the Toronto market wholesalers report that it takes about as many weeks to dispose of a carload of Valencia oranges as it does days a carload of the California product.

California oranges are not only larger than usual, but the quality this season is exceptionally good, dealers declaring that they have not had as good fruit of the kind since the calamity which befel the Florida orange a couple of years ago.

WANTS NO DELAY.

THE question whether prospective changes in the tariff should take effect at once in the ordinary course or whether a certain space of time should elapse before they go into effect is attracting a great deal of attention.

A leading manufacturer, speaking of the matter the other day, delivered himself as follows : "There are good arguments in favor of both courses. It is unquestionable that sudden changes in the tariff are a hardship in many instances, and frequently inflict serious losses on importers. Still, I think that with the conditions as they are, the chief object to be strived for is to dissipate the present contraction in business. The Customs returns prove this. At Montreal the duty collections for January were $517,362, against $773,184 in January, 1896, a decrease of $255,821. At Toronto they were $312,507, against $418,925, or, in other words, there was a falling off at the two centres of $362,239 during the past month.

"I contend that such a shrinkage is abnormal, is mainly owing to the uncertainty regarding the tariff changes, and anything calculated to prolong the undesirable condition of affairs is prejudicial to the best interests of the mercantile community. Besides, the general belief is that the alteration will be in the direction of declines. In this event there is nothing to be gained by delay. Then, with importers confining themselves, as they now are, to the barest necessities, the inconvenience, even in case of an advance, will be slight. Altogether to my mind it seems highly advisable that the proposed tariff changes should be brought down and go into effect with as little delay as possible."

CHANGE IN AN OLD FIRM.

After nearly 40 years in the grocery trade Mr. M. Masuret, of the wholesale firm of M. Masuret & Co., London, has decided to retire from business. The business itself, however, will still "go marching on," Mr. Masuret having transferred it to his three sons, William, E. J., and Albert, who will continue under the old firm name.

THE CANADIAN GROCER hopes that health and long life will attend him in his retirement, and that the success which attended him will follow his successors.

HINTS FOR STOREKEEPERS.

Editor CANADIAN GROCER,—As you are aware, I have been traveling a good deal west of Toronto since the first of the month, and as I once sold sugar, tea, etc., behind a grocer's counter and am now trying to induce the grocers to buy a good article from me, I naturally allow my eyes to wander over every grocery I call upon to see how the store is conducted, etc., and I must say we have hundreds of people selling food stuffs who have very little idea of the "fitness of things," as far as the arrangement of their stocks is concerned. So many have their teas, coffees, butter, coal oil, etc., jumbled up that I often wonder they ever sell one dollar's worth. I have repeatedly (in my most polite way) suggested alterations that, I am pleased to say, have been accepted and acted upon in almost every case with pleasure, but there are some men whom, to offer such a suggestion, would be to gain their everlasting enmity, and a traveler can't afford that in this age of competition.

I hope every grocer in Canada will read this and profit by it. Stocks should be so arranged that the flavor of the coffee is not affected by the odor from his spices. Butter, lard, etc., should be kept away from the fish barrel. All canned goods, woodenware, etc., can be near any of the above, but the general mixing up of groceries is to cause danger to the fine flavor of many of the articles the merchant has for sale. In one store I noticed that the boxes of biscuits were without any covers, all exposed to the atmosphere, dust, etc., and, to crown all, the biscuits were immediately above boxes of laundry and toilet soap, likewise exposed, and lending their beautiful flavors to the biscuits. Above all, no grocery store should be left at night time without some opening whereby a supply of fresh air can be admitted into the shop, if not, then the smell of fish, butter, soap, coffee, etc., is transmitted one to the other, and the whole is ruined. If you doubt this, observe the awful conglomeration of smells that meet you on "opening up" in the morning.

DRUMMER.

Work like a nigger if you would enjoy the comforts of a white man.

JUMP IN MATCHES.

For some time there has been a great deal of senseless cutting among the makers of matches in Canada. And to such an extent was this carried on that the manufacturers were actually losing business.

During the last few days, however, an arrangement has been made whereby prices have been advanced 40 to 50c. per case. The new figures are given in our prices current.

MR. A. E. KEMP.

BY W. L. E.

THE Toronto Board of Trade is to be congratulated upon its wisdom in selecting Mr. A. E. Kemp as its second vice-president, while it was a tribute to Mr. Kemp's ability in electing him to the office by acclamation. Mr. Kemp did not seek the honor ; the honor sought him. That the Board will ever regret the wisdom of its choice is about as likely as it is that water will refuse to find its level. Mr. Kemp is a man who when he puts his hand to the plow never turns back. In business he does with his might what his hand finds him to do, and it is safe venturing that the same peculiarity will characterize him in his conduct of the second vice-presidency of the Toronto Board of Trade.

Mr. Kemp first saw the light of day in the Eastern Townships, Quebec. That was in August, 1858, not yet 39 years ago. The inducements for him to remain in his native place were brighter than they are for a good many boys : His father was a farmer, besides controlling other industrial enterprises in the neighborhood. But the subject of this sketch had made up his mind to seek a larger sphere, and, accordingly, in 1874, at about the age of 16 he set off for Montreal to court fortune there. In his inside pocket he carried testimonials, but under his vest he had what was still better, namely, a determined and resolute heart.

On one occasion, while conversing with Mr. Kemp about his first venture from home, I remarked : "What avocation had you planned out for yourself ?"

Mr. A. E. Kemp, 2nd Vice-President Toronto Board of Trade.

"None ; I only wanted to get away from the farm."

When young Kemp reached Montreal he realized that distance indeed often lends enchantment to the view. The year Mr. Kemp went to Montreal was just about the dawn of that period of depression which spread over the American continent, and it was by no means an easy thing for young Kemp or any other boy to find work. But, nothing daunted, he persevered until he at last found employment in a retail hardware store.

> There is a divinity that shapes our ends,
> Rough hew them how we will

sings the poet. And it seems to me that it was a divinity that shaped the boy Kemp's course. At any rate, that retailer's store was the stepping stone which eventually led him to where he is to-day.

In 1885 Mr. Kemp removed to Toronto, where he became a partner in the manufacturing business owned by Mr. McDonald at Gerrard and River streets, under the style of McDonald, Kemp & Co. Before the expiration of two years, however, the partnership was dissolved, Mr. McDonald retiring.

Mr. Kemp soon after associated his brother, W. A. Kemp, with him and reorganized the business, the firm name becoming what it is to-day, namely, the Kemp Manufacturing Co.

Besides getting a new name the business took, as it were, a fresh start in life. Besides having confidence in himself Mr. Kemp has also confidence in the country, and one of the first things he decided upon after the new firm had been launched was to undertake the manufacture of many of those lines appertaining to the sheet metal trade which hitherto had been imported. Besides extending the lines of stamped tinware, etc., it was decided to manufacture a number of specialties. About five years ago the bold venture of manufacturing enamelled ware was undertaken. This was one the most important things the firm has so far undertaken, for not only was there the difficulty of working out the secret of producing a first-class article, but there was the keen competition of the German and United States manufacturers to contend with. The success which attended the efforts in this direction are too obvious to need any elucidation on my part. The company's business now extends from the Atlantic to the Pacific. In the Maritime Provinces, when Mr. Kemp came to Toronto, the demand for the lines he manufactures was largely supplied by the United States. He decided it should be captured for Canadian manufacturers, and he, with his competitors, has secured the desideratum.

The expansion of the firm's business has naturally necessitated an extension of the firm's premises. And this has gone on to such an extent that the works of eleven years ago would scarcely be recognized in the works of to-day.

In 1885 the only substantial brick building was that immediately on the corner of Gerrard and River streets. It was 90 feet deep by 40 feet wide. Since then that building has been enlarged until it to-day extends for a distance of 410 feet along Gerrard street. This building ranges from three to four storeys in height. Then, on Bell street has been erected a large enamelling factory and an extensive warehouse. The latest improvement in the way of buildings is the erection of a new engine and boiler house and the putting therein of a new steam and electric lighting plant. The steam plant consists of two new engines. One is a compound Wheelock, with a horse power of 250, while the other is known as the Ideal, and its particular office is to generate electricity for the 450-light dynamo. In the boiler room there are two high-pressure boilers. The boiler and engine rooms combined have a frontage of 85 feet by 40 deep. The new smoke stack is about 200 feet high.

But I am getting away from Mr. Kemp. And, in getting back to him, I am reminded of a conversation I once had with him regarding young men launching out into life.

"Now," I said to him, "you have had a great deal of experience in life, even if

you are but a middle-aged man ; what advice would you give a young man who was starting out into life ?''

''Briefly, my advice to any young man,'' rejoined Mr. Kemp, as he swung around in his chair, ''is this : Be careful what avocation in life you select. And then, having selected it, stick to it. In other words, set a goal and steer for it all the time. Never change from one thing to another. Every day that a man spends in one particular avocation naturally gains him experience. Well, is it not unwise for him to take up another and distinct avocation and throw all that experience away ? Then, let there be no such word as 'can't.' It is time enough to say 'I can't' when the effort has failed. Another thing, 'Never put off till to-morrow what you can do to-day.' ''

''As far as Canada is concerned,'' said Mr. Kemp to me on this same occasion, ''I hold that there is lots of room at the top in this country for young men who strive to get there. Economic conditions are changing, but I have every confidence in the Dominion. I always had. And when young men of my acquaintanceship were running off to Boston, New York and Chicago, I decided to stay on. This is a great country.''

A few days after the Board of Trade elections I was talking with a gentleman regarding Mr. Kemp's qualities. This gentleman knew him in Montreal as well as in Toronto, and this is in substance what he said : ''He is one of those men who would make this country if he only had a chance. Mr. Kemp is a man of enterprise, who has confidence in this country. Combined with that is that integrity that brings about the development of national industries, and during times of trial and depression would carry the community through to a better state of affairs again. Then there is his quiet, confident bearing. I like that.''

Mr. Kemp is connected with other local industries besides his own business, and is president of the Manufacturers' Association.

During the last general elections of the Dominion Mr. Kemp's name was actively canvassed for Parliamentary honors. And it is to be hoped that his business interests will some day allow him to accept the honor which so many of his fellow-citizens are desirous of bestowing upon him.

PERSONAL MENTION.

Mr. W. H. Clemes, of Clemes Bros., and Mr. Howard Clemes, of D. Gunn, Bros. & Co., left on Tuesday last for a trip to Jamaica. They will be away about a month.

Major A. G. Campbell, representing the MacLean Publishing Co.'s admirable trade journals—Dry Goods Review, CANADIAN GROCER, Hardware and Metal, Printer and Publisher, Bookseller and Stationer and Military Gazette—is in town on business. Mr. Campbell has just returned from a thorough trip of the Northwest and British Columbia, and, like most travelers, is immensely pleased with the far west. He speaks in glowing terms of the wealth and prospects of British Columbia, and has a specimen of the Le Roi gold ore in his inside pocket the place where he carries his wad of mining stocks.—Brockville Daily Times.

WINDOW DRESSING HINTS.

''HARLEM GROCER'' writes as follows in Retail Grocers' Advocate regarding window dressing :

''I think there is one part of the grocery business, which is not very well understood by the majority of grocers, I mean the art of window display. I will give my idea of it and start the subject in your valuable paper:

''To fix up a good grocery display is not to bring into a show window an agglomeration of cans, bottles, cases, barrels, etc., but in order to make a success of it, it is necessary to study the use of each article. Take, for instance, such articles as preserved fruits and sweets, which are mostly intended for dessert ; it is a good policy to introduce the original fruit and show with the preserved, so as to give a chance for comparison and to let people see what kind of stuff the preserves are made of. It is also best to display them in just about the same way as they would be served ready to eat. I think by showing bottles of any kind of fruits with a big jar of the same is a good idea, as the latter gives more chance for people to appreciate the quality of the goods. Leaving fruits aside and coming to canned fish and vegetables, a different sort of display must be made, introducing samples of natural goods displayed, surrounded with cans of the same. If the whole is surrounded with spices it makes a very inviting display. Of course, these suggestions do not seem to be of much account on paper ; it is for the window dresser to know how to profit by them. My display of groceries only consists of fruit—that is, the fresh and the same preserved. I also display the fruit liquors for beverages, and have a display of preserved olives and pickles in the rear. I also show samples in bottles of asparagus, peas, French beans, carrots, etc., to give it a general grocery appearance. This being my first attempt of this kind of a window, my ideas have not quite been carried out to advantage, but I have been successful in pleasing the public and in making everybody's mouth water who has seen the display.''

SUGAR NOT INJURIOUS.

A writer in The Contemporary Review devotes most of an article on champagne to the popular idea that gout is produced by the sugar contained in that drink. The paper is ''not a medical paper,'' but the writer brings forward considerable evidence to show that champagne has nothing to do with the production of gout, and in an aside speaks of that other popular notion that sugar destroys the teeth. He says :

''In corroboration of the fallacy of the sugar and gout idea it may be mentioned that the still more reprehensible dogma, from a sanitary point of view, that sugar ruins the teeth, is equally false. Indeed, how the idea ever came into existence is a mystery, seeing that the finest, whitest and strongest teeth are found in the mouths of negroes brought up on sugar plantations, who, from the earliest years upward, consumed more sugar than any other class of people whatever. Those at all skeptical of the value of this fact have only to look around among their personal friends and see whether the sugar eaters or the sugar shunners have the finest teeth, and they will find other things being equal that the sugar eaters, as a rule, have the best teeth. The only possible way for accounting for this libel against sugar seems to be by supposing that it originated in the brain of one of our economically disposed great-grandmothers at the time when sugar was two shillings a pound, in order to prevent her children gratifying their cravings for sweets at the expense of the contents of the sugar basin.''

MAXIMS FOR ADVERTISERS.

Honesty is the best advertisement.

There is no politics in an advertisement.

An advertisement pulls in every direction.

Business needs advertising as the flowers need rain.

When a merchant drops his advertising something is going to break.

Advertising is the locomotive that butts the bull of dullness off the bridge.

Praying without ceasing is to religion what advertising without ceasing is to business.

The larger the cheque the advertiser draws, the larger the trade the advertisement draws.

As all roads lead to Rome, so do all advertisements lead to the advertiser's place of business.

An advertisement is an inclined railway down which trade slides without pushing and lands in the advertiser's bosom, as it were.—Fame.

THE POINT OF VIEW.

THERE'S a great deal of unnecessary discontent among merchants nowadays, writes "C.B.R." in Grocery World. My business necessitates that I shall go among all classes of small merchants, grocers, hardware men, dry goods men, clothing dealers, and so on. I reflected last week, after a hard day's tramping among them, that I hadn't heard a single bright expression regarding the future from a single one.

One hardware man said to me: "Oh, this business is all cut to the deuce? I was a fool to go into it! Now, if I'd only learned the dry goods business, or the grocery business, or some other nice, easy profitable line, how much better I'd be off."

A grocer said to me: "If you know any boy who talks about learning the grocery business, for heaven's sake stave him off! The young man who learns the business nowadays will starve to death or lose a lot of money, one of the two. I've had this store here for 18 years, and I'm only making a bare living. Last year I lost money. Every day I kick myself because I didn't go into some other business!"

A clothing man talked to me thus:

"My business is awful! You see, the trouble with the clothing business is that people will economize in clothing when they haven't got any money, or else they'll get the clothes on credit. Either is about as bad as the other. I regard the grocery business as the best to be in nowadays. The grocer sells the necessaries of life. People have got to eat, while they haven't got to buy new clothes, or jewelry, or lots of other things. I believe the grocers here are about the only people who are making any money."

And that's what I heard everywhere. Every man's business was terrible, and they all regretted not having gone into something else. At least they said they did, but my private opinion, expressed confidentially to the reaeers of The Grocery World, is that every last man of them would fight a good while before he would give up his business for any other. "We never miss the water till the well runs dry," you know. A thing gets more valuable and more desirable according as the danger of losing it increases.

WHITE TEA OF PERSIA.

The British Consul at Ispahan has sent home a small quantity of the "white tea" of Persia for the Museum of Economic Botany. The tea proved to be very similar to that described in The Kew Bulletin under the name of P'u-erh tea, in 1889. The finest of this tea is said to be reserved for the Court of Peking. The sample from Yezd was composed of the undeveloped leaf buds so thickly coated with fine hairs as to give them a silvery appearance. The liquor from the Persian white tea was of a pale straw color, with the delicate flavor of good China tea. It is not unknown, but now little appreciated in the English market. The following particulars respecting it were communicated by a well-known firm of tea brokers in London: "This class of tea has been very scarce during the last few years upon the London market, the price which the English trade were prepared to pay being very unsatisfactory compared with that which could be obtained in Persia. In London this class of tea is called 'Flowery Pekoe Congou,' and the last lot that we remember having seen, which was some two or three years ago, we ourselves sold to a client in Constantinople, the tea evidently being destined for the Persian market. For home consumption this tea is not worth much more than 1s. per pound, but for export purposes good specimens command as much as 3 to 5s. lb."

SOME STRANGE TEA NOTES.

Lovers of the fragrant cup of tea, as we know it in Britain, would scarcely recognize their favorite drink were they invited to partake of it with their Tibetan brethren, who are no less devoted to tea, made after their own particular fashion. Brick-tea, made at best of the offscouring and dust of tea leaves and stems of the tea plants (though more often of any worthless plant dust) is used by them, instead of the crisp, curly tea leaves we employ. It derives its name from the dust being pressed into hard, solid, brick-shaped lumps, from which pieces are clipped when tea is to be made.

Substitutes for tea have been found at different times by settlers in out-of-the-way places. Thus, in Tasmania and the Falkland Islands, the leaves of certain myrtles have been used to make "tea," and from this fact have received the name of "tea trees." The Tasmanian "tea tree" is usually a shrub. The leaves are too aromatic to produce a really satisfactory infusion. The "tea tree" of the Falkland Islands has less aromatic leaves, which, therefore, give a more palatable beverage. The leaves of another variety were used for a similar purpose by the crews of Capt. Cook's ships, who found this "tea" passable, though, if made too "strong," it had an emetic tendency, as has what we call green tea. These leaves, if added to spruce leaves, in equal quantity, modify the astringency of the beer brewed from the spruce leaves, and much improve its flavor.—Chambers's Journal.

WHERE CREDIT IS NECESSARY.

THE Washington Evening Star tells a story of a Kentucky postmaster which illustrates the value of credit and the resourcefulness of both buyer and seller in the case rather than the advantages enjoyed by Kentucky trading postmasters.

Most salesmen would have left the trader to buy the postage stamps of the Government, and by so doing lose the sale of his goods. The trading instinct in this instance came to the fore and made both ends meet.

"I obtained a peculiar order from a Kentucky storekeeper," said a cigar salesman. "I left the railroad to work some interior towns and stopped at the country stores en route. At one of these places I found a man whom the commercial agencies gave a good rating and who acted as postmaster as well as storekeeper. I handed him my card, and he said:

"'Thar ain't but one thing yo' kin sell me.'

"'What is that?' I enquired.

"'Yo' kin sell me 'bout $50 wuth o' stamps, envelopes an' postal kyards.'

"'Why, you can get them from the Government.'

"'No. I kain't. Yo' see they won't credit me. I hev ter sell stamps an' put 'em on people's bills, but th' Government won't let me hev none 'thout sendin' th' money. 'Tain't right, o' cose, fer I'm good, they orter know thet. But I hain't got a stamp nor a kyard in th' office an' no way ter git none. I'll hev ter buy 'em somwhars.'

"After becoming convinced of the man's solvency, I sold him a line of stamps, stamped envelopes and postal cards, to be shipped with a bill of cigars."

HAS GOT TWO STOCKS FOR SALE.

Mr. James Adams, formerly manager for Smith & Keighley, can be found for the time being at 154 King street east, near St. Lawrence Market, Toronto, where he has two stocks of groceries to dispose of, both in a jobbing and retail way. The stocks are those of Peters & Co. and Munro & Co. This latter stock Mr. Adams purchased at 45c. on the dollar and consists of exceptionally fine goods.

Fresh salt water herrings are offered by Lucas, Steele & Bristol in barrels and casks. They are big Newfoundlanders; not ordinary Nova Scotians.

E. C. Harvey, druggist, has purchased the grocery business of J. T. Clarridge, Mitchell street. The business will be carried on by Mr. Harvey's father-in-law, of Mooretown.—Times, St. Thomas.

MR. JOHN McKERGOW.

FORTY odd years or so ago a boy of Scotch parentage was born within sound of London's famous Bow Bells who was destined to make his mark in the Canadian business community. This youngster was John McKergow, the popular Montreal merchant, who was elected to the presidency of the Board of Trade last week.

Although born in the world's metropolis, the new president is a native Montrealer to all practical intents and purposes, as he came to Canada with his parents when very young. They settled in Montreal, and their son, John, was educated with a number of others, who now are also leading merchants of the city, at the old McGill Model School.

Leaving school, young Mr. McKergow entered the employment of the Grand Trunk Railway, and was with that company for several years. While still a railway employe he attracted the attention of A. A. Ayer, the senior partner of the firm of which he now is a member. This discovery of men with latent valuable talent is a characteristic of Mr. Ayer, and not a little of the success of his great business depends upon this faculty of his to select and pick out the right men for his purposes. Mr. McKergow is, of course, the most notable example of it, but other employes of the old house have made a success in business for themselves, Messrs. Duckett and Hodge being two other examples. However, to get back to our mutton, it was not many years before Mr. Ayer was convinced that his judgment in regard to John McKergow was correct.

Mr. John McKergow, President Montreal Board of Trade.

After two or three years as an employe he was promoted to be a junior partner, and has now been for a number of years a full partner in the enormous export business that A. A. Ayer & Co. carry on. It is probably the largest dairy produce business in the world and some idea of its magnitude may be gathered from the fact that last year this firm exported over 500,000 packages of cheese and butter which approximately represented a turnover of over $4,000,000. It is questionable if there is another individual house in Canada, in any branch of trade, that handles such a volume of business as these figures involve. Mr. McKergow has been closely identified with the development of this great house, and not a little of its present position is due to his keen business sagacity. Perhaps the most striking characteristic of Mr. McKergow—and one that in the opinion of those who know him well is largely responsible for his success—is his faculty of discernment or power of quick analysis.

His intimates state that the promptitude and soundness of his judgment in business matters is almost marvellous, and how valuable such a faculty is to a merchant engaged in a business where speculation so largely enters as the exporting of dairy produce need not be dwelt on here. In a word he, like a few other lucky men, has the gift of promptly seizing on the fallacy or soundness of any certain line of argument submitted to him for consideration. For this reason he has always been considered an invaluable man in committee ever since his connection with the Council of the Board of Trade. Another equally strong trait is his unassuming nature.

Like many another Scotchman he is a believer in the adage that in the great majority of cases silence is golden. He is disposed to let others do the talking if he will be allowed to do the thinking, and it is certain that this habit of his has meant a lot of money to his firm. No one can say that John McKergow ever committed himself in any way. But while a silent man in the general acceptation of the term, when the occasion arises he possesses in a high degree a power of curt, concise expression that is far more effective than the gift of florid eloquence. It is at such times that the dry, cutting humor inherited from his Scotch forbears comes out strikingly. In fact, it is frequently epigrammatic.

His associates tell numberless stories of this faculty of replying with a single phrase or sentence. Perhaps one illustration will suffice. In the early days of his partnership Mr. McKergow, on one of his visits to England, made annually in the spring months, had what he would himself call an "irregular," but considerable line of cheese to dispose of. One gentleman who inspected the lot was especially fluent regarding the defects, and he himself tells the story. He dilated at length on this and that fault, to all of which Mr. McKergow listened in silence. Finally, when the Englishman had exhausted his flow of adjectives, came the reply, like the stroke of a scimitar, to all his verbiage—"you have forgot the boxes." It is not related whether the Briton took the cheese, but if he didn't he ought to.

Mr. McKergow's judgment of quality in regard to the delicate goods handled by his firm is second to none. In fact, he is considered one of the best judges in Canada, as attested by the frequent demand for his services at the different annual exhibitions. This and his ability as an economical buyer are proverbial in the trade of which he is a member. In addition to his connection with A. A. Ayer & Co, Mr. McKergow is largely interested in real estate in Montreal, is a director of the Laprairie Brick Works Co., the Laurie Engine Co. and other industrial works. He has been a member of the Council of the Board of Trade since 1893, and for two years was the second vice-president.

It is well to keep in mind Bacon's famous saying, that "There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for men and goods from place to place."

HOW CURRANTS ARE PICKED, PACKED AND SHIPPED.

THOSE who enjoy the delicate, sweet raisin in Christmas plum puddings and fruit cakes seldom think how many miles it has traveled to tempt the American palate. For more than half a century the Peloponnesus has supplied the markets of the world with currants. Throughout the Morea the fertile valleys between the mighty ranges of rugged and often barren mountains are literally covered with currant vineyards. The demand for currants became so great about ten years ago that the Greek peasants cut down splendid olive groves, some of them centuries old, to make way for the currant vine.

Patras is the port from which these small grapes are shipped. About the 1st of September the Gulf of Patras begins to be crowded with the vessels of every nationality. On every road leading to the city a peculiar caravan may be seen slowly coming to meet these ships. These caravans consist of a long line of small donkeys across whose back are balanced two heavy bags of dried currants. The leader of the procession is generally a stalwart Greek peasant, dressed in white fustinella and gayly embroidered jacket.

When the currants reach Patras the shipper or middle man is ready for the farmer. He buys for cash as cheaply as possible, and sells to the commission merchant at a much better price. The primitive caravan returns to the interior village well satisfied with the exchange, and the fleet-winged sail ships or steamers bear tons of the fruit away over every sea. The peasant is generally pleased with his bargain, because his currant vines need very little attention. The soil and climate are especially adapted to the culture of this sweet little grape. The only trouble comes when the crop is about to be harvested. At this time the proprietor builds a kind of roost—something like a wild duck blind—in a tree near the middle of his vineyard. He remains in this roost all day, armed with a long-barreled rifle, which he understands thoroughly, and will not hesitate to use, on the lookout for thieves, to whom the rich purple clusters are a great temptation. It is not considered a crime in the interior of the Peloponnesus to kill a man who steals currants at this season, and I doubt if a Greek jury could be found who would condemn a vine-grower for protecting his property in this summary and very effective manner. In addition to the long-barreled rifle the proprietor's watch is shared by two or three dogs nearly as large and quite as fierce as the notorious shepherd dogs which tend the flocks of sheep on Mount Parnassus.

The method of packing these grapes is unique and interesting. A description of it is not calculated to whet the appetite, but the process is worth knowing. The peasant empties his bag of dried currants on the unwashed floor of the shippers' store room. When the store room is full, the currants are packed in barrels for American ports, and in boxes for other markets. The currants are shoveled into these barrels and boxes, while a big Greek, who has previously washed his feet in a tub of salt water, tramples down the fruit. When his feet get sticky, he jumps out of the barrel or box into the tub of salt water. The salt water is used because it is supposed to give a desired flavor to the currants. This water is dipped up in buckets out of the Gulf of Patras, which is an arm of the classic and beautiful Ionian Sea, but this does not ameliorate any of the suggestive features of the operation, even to the most enthusiastic Philhellene. I suggested to several Greeks the advisability of using some American machine, like a cotton compress, for instance, instead of the Greek tramplers, but the suggestion met with great scorn. I was informed that the flavor of the currants would be lost, and the absence of the slight admixture of sea water would damage the trade. As I do not wish to injure, but rather enhance, the currant industry of the Morea, I will add that if people stop eating currants because of this method they will also desist from drinking many of the finest wines made in France, Spain, Italy and Greece, for the same reason. Moreover, as soon as Greek currants reach New York they are thoroughly cleansed and repacked for the dealers. In view of the facts presented in this paper, I do not think it would be a bad plan for the American housewives to scald them before they make their Christmas cakes and puddings.—St. Louis Globe-Democrat.

LARGE FRUIT SALES.

The largest fruit sale ever held in Toronto took place on Wednesday of last week. It was held by Clemes Bros. and Mr. G. McWilliam was the auctioneer. Besides local merchants buyers were present from most of the commercial centres in Western Ontario, and the bidding keen and brisk. In about two hours seven carloads of lemons, one carload of navel oranges, besides other discriptions of fruit, were disposed of, and a satisfactory prices. The lemons sold at $1.50 to $1.75 per case in carload lots, and the naval oranges at $3.25 to $3.70.

A NOVELTY IN ADVERTISING.

A musical grocer in an English town comes out in his local paper with the following: "Free—One lesson (20 minutes) violin or mandolin, will be given to everyone who buys one pound of advertiser's two-shilling tea."

Money for Words.

We will pay cash 25c. per 100 for the words SUNLIGHT SOAP, cut from top of Sunlight Soap wrappers. . . . . .

10,000 WANTED.

It will pay to send for samples of our . . .

New Patent Counter Check Books and Trade Due Bills

That are equal to money and save time and annoyance. . . . . .

James K. Cranston, - Galt, Ont.

FLORIDA STRAWBERRIES.

THE first strawberries of the season come in from Florida early in January, and when weather is mild and favorable shippers often get a few in for the Christmas holiday trade. This year the weather was so favorable that a larger quantity than usual arrived during January. Naturally these berries command high prices when of desirable quality, as the first-class hotels and fancy fruit dealers can work them out, but when they are too green or poor to find buyers from this trade they are neglected and have to sell very low, as ordinary grocers and dealers cannot use them. In fact, regular dealers will not take any until they can obtain them regularly, and at comparatively low prices. The arrivals last month were generally poor, and while a few scattering lots were sold at very fair prices, bulk of the receipts were very difficult to move, and prices ranged so low that wagon boys or vendors were often the chief buyers. It was rather an unusual sight to find these pedlars crying "strawberries" through the streets during some of the severe cold and snowy days we experienced last month. Prices realized for these berries were so low that growers realized little or nothing on their shipments. The recent cold wave which extended into the far south has damaged the fruit and vines to such an extent that advices report that shipments for the present will be entirely cut off, though a few lots are still arriving. Florida strawberries are nearly always small in size, and early in the season they lack color and flavor. Later in the season it is difficult to get them to this market in good shape, as they lack keeping qualities to ship such a distance. Charleston strawberries are usually of much better quality than more southerly berries, and as soon as they commence to arrive the Florida are neglected unless of exceptional quality.—N. Y. Journal of Commerce.

Canned Apples

"Log=Cabin"

Brand

Gallon Tins, in Cases of ½-doz., - **$1.20** per doz.
2-lb. Tins, in Cases of 2-doz., - **.35** per doz.

HUDON, HEBERT & CIE.

MONTREAL

Markets and Market Notes

ONTARIO MARKETS.

GROCERIES.

A GOOD deal of complaint is heard regarding the quietness of trade, but in spite of this January business was larger than it was for the same month a year ago. During the past week business has, if anything, improved, and appears on the whole to be fair for this time of the year. Tea is receiving the most attention, there still being some speculative buying. There is a little more doing in sugar than there was a week ago. Canned goods are still quiet and on the whole firm. Currants are cabled dearer, but locally there is no change.

CANNED GOODS.

There is no change in the situation. The demand for all kinds is limited with prices steady on tomatoes, peas, salmon and lobster. We quote standard brands as follows: Tomatoes, 65 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, $1.15 to $1.30; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.37½ to $1.40; "Maple Leaf," $1.37½ to $1.40; Lowe Inlet, $1.30 to $1.35, in tall tins; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.20 to $2.40 for tall tins; flats, $2.85 to $2.90; Canadian canned beef, 1's, $1.20 to $1.35; 2's, $2.30 to $2.50; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

There is a fair demand for Rio coffees at unchanged prices. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Trade is quiet. The refineries are offering a few, but there is no demand. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Trade is quiet and prices unchanged. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

While locally wholesalers are buying a little more freely than they were, the market is not in a satisfactory condition at the moment, on account of an easier feeling in the outside markets in regard to price. In London beet sugar is about 1½d. cheaper. It is said that holders of raws in New York are talking of withdrawing for the present from the market. Granulated is quoted at 4 1-16 to 4.10c., and yellows at 3.35c. up by local wholesalers.

SPICES.

Pepper is higher in the primary market and spices generally are firm. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

NUTS.

Stocks of nuts on the spot are light, but further shipments of almonds and walnuts are on the way. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.; hickory nuts, $1.50 to $2 per bushel; Canadian walnuts, $1 per bushel.

RICE, TAPIOCA, ETC.

Business continues quiet.. We quote: Rice, Standard "B," 3⅜ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

All grades of Indian are dearer in Lon-

BUTTER TUBS

Best White Spruce

We are booking orders for Spring delivery, at special rates.

Write us

WALTER WOODS & CO.

HAMILTON

Brooms, Brushes, Paper, Twines

Grocers' Sundries

MEADOW SWEET CHEESE . . .

Put up in 3½ and 7 oz. packages, and in 8½ oz. white pots. Stylishly packed. Quality unequalled. Quick seller, good profits and perfect satisfaction.

Address . . .

Meadow Sweet Cheese Co.

Box 2321, Montreal.

INCREASE . . .

117 PER CENT.

OVER LAST YEAR.

"SALADA"

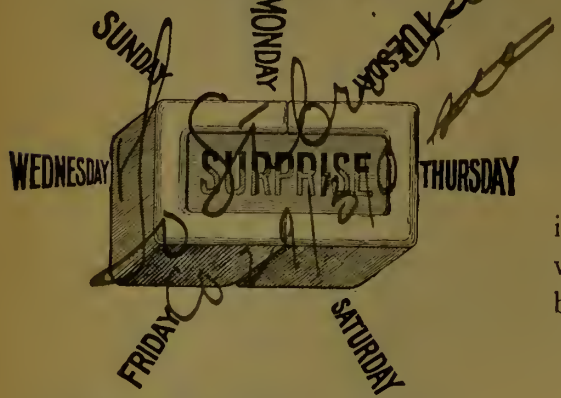
CEYLON TEA

has had the above phenomenal increase during 1896. We propose that it will increase 200 per cent. during 1897.

DO YOU want to sail with us? If so, drop us a line at

25 Front St. East - - TORONTO
318 St. Paul St. - - - MONTREAL
15 Niagara St. - - - BUFFALO

Best for Wash Day



Best for Every Day.

If your customers say

SURPRISE SOAP

is the best Soap, the most economical to use, and want it, why don't you give it to them? most likely you do—it's business,

It pays to do it!

A satisfied customer brings you more money than one whose wants are ignored and overlooked.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

don, by fully ¼d. per lb. at any rate, but on the spot here the same grades continue to be sold at old prices. Locally there has been a great deal of enquiry and a great deal of buying of China teas, particularly greens, during the past week. For medium Japan teas, at about 15 to 16c., there has been a good demand. Ruling prices on the Toronto market to retailers are: Young Hyson, 21 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

The week has experienced a further advance of 6d. per cwt. in the price of currants, according to cables received from Patras. There have been some transactions during the week. One was noted in which 1,000 packages were concerned. The retail demand is only light. We quote: Provincials, 4⅛ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do, half-bbls., 4¼ to 4½c.; Patras, 5 to 5⅛c. in bbls., 5 to 5⅛c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are still quiet and featureless. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 7c.; layers, 7¼ to 7½c.

Malaga raisins are unchanged. We quote as follows: Blue baskets, $2.25 to $3.50; Dehesa clusters, $3.50 to $4; Non Plus Ultra, $6; Imperial bunches, $5.75 to $6; Imperial Russian clusters, $5 to $5.50.

California loose muscatel raisins are without change. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are dull. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 12c.; 18 lb., 11 to 13c.; 28 lb., 13 to 16c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Dates are only moving in limited quantities. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee, net figures.

California evaporated fruits are beginning to receive a little more attention. We quote: Peaches, 6 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 8½c.; egg plums, 5½ to 11c.; silver prunes, 5½ to 13½c.

Prunes of all kinds are neglected. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 30 to 40's, 11½c.

GREEN FRUIT.

California navel oranges are in good demand. On the Coast there has been an advance of 25c. per case, and a further appreciation is expected. Valencia oranges are neglected. There is a fair demand for lemons. Bananas are only moving slowly. Onions are higher. We quote: Oranges—Valencias, ordinary, 420's, $3.50 to $3.75 per case; large, 420's, $5; 714's, $4.25 to $4.50 per case. California navels, $3.50 to $4. Lemons — Messinas, $2 to $2.75 per box for choice to fancy, with prices lower for 25-box lots; cocoanuts, $3.75 a sack and 60c. per doz.; apples, $1 to $1.25 per bbl. for red fruit or greenings, and 75c. for ordinary; onions, $1.25 per 80 lb. bag for Danvers; cranberries, $6.50 to $7 per bbl. for Jerseys; $3.50 to $4 for soft berries; cases, $2.25 to $2.50; bananas, $1.25 to $1.75; grape fruit, $5.50 to $6 per box.

BUTTER AND CHEESE.

BUTTER — Receipts, especially of large rolls, are liberal. Choice dairy butter is scarce, while business is quiet. Creamery butter is in fair supply and the demand is good. We quote: Dairy butter—Tubs, 11 to 12c. for good to choice; low-grade to medium, 7 to 8c.; pails and crocks, 11 to 12c.; large rolls, 10 to 11c. for choice, and 8 to 9c. for low-grade to medium; pound prints, 13 to 14c. Creamery—Tubs, 19 to 20c.; 1-lb., blocks, 20 to 21c., according to make.

CHEESE—The market is firm in sym-

BUTTER, EGGS & POULTRY

Quick Sales and Prompt Returns

Graham, McLean & Co.

Produce Commission Merchants

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO.

79 and 81 Jarvis St. ... TORONTO.

WANTED

A First-Class Agency for

TEAS

Ceylons, Indians, China Blacks, Japans. From direct importers and shippers.

Write . . .

E. NICHOLSON

124 Princess Street, **Winnipeg,**

Successor to W. F. Henderson & Co.

Wholesale Commission Merchants

Established 1882

J. F. ROGERS

16, 18 and 20 Francis Street TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC.

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

SAY! HAVE YOU TRIED OUR "DATE PALM"

NAVEL ORANGES?

THEY BRING AND HOLD CUSTOMERS

CLEMES BROS., - Toronto

pathy with the export demand, which is active. Prices are firm at 11 to 11½c. per lb. for late makes.

COUNTRY PRODUCE.

Beans—There is no improvement. We quote 50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

Dried Apples—There is a little export demand for bright stock, but business is on the whole dull. Jobbers are quoting 2 to 2½c., and the outside figure is about the price exporters are willing to pay for bright stock f.o.b.

Evaporated Apples—Market is dull. Jobbers quote 3½ to 4c. in an ordinary way.

Eggs—New-laid eggs are coming forward with increased liberality and prices are easier in consequence. The ruling idea as to price for new-laid is 17c., but this figure is being shaded. Practically no attention is being paid to cold storage or held stock. We quote: Limed, 12 to 13½c.; new-laid, 17c.

Poultry—The demand is light and there is not much coming forward. We quote: Chickens, 35 to 50c. per pair; turkeys, 8 to 9c.; geese, 6½ to 7½c.; ducks, 50 to 70c.

Potatoes—Quiet and unchanged at 25c. for carload lots on track and 35c. out of store.

Honey — Quiet and unchanged. We quote: Comb, 7 to 8c. for dark and 9 to 10c. for light; strained, 7 to 8c. per lb. for amber and 9c. for clover.

GRAIN, FLOUR, BREAKFAST FOODS.

Grain—Receipts are fair and prices lower than a week ago. We quote: Wheat, 80 to 81c. for white and 78 to 79c. for red, and 63½c. for goose; oats, 21 to 21½c.; peas, 41½ to 43c.

Flour—Prices are easier and the demand is light. We quote in carloads on track, Toronto: Manitoba patents, $5.05; Manitoba strong bakers', $4.65; Ontario patents, $4.40 to $4.75; straight roller, $4, Toronto freights.

Breakfast Foods—Oatmeal has been reduced 10 to 15c. per 100 lbs. and rolled wheat is 10c. lower. Business is quiet. We quote: Standard oatmeal and rolled oats, $3.00 in bags and $3.15 in bbls.; rolled wheat, $2.60 in 100-lb. bbls.; cornmeal, $2.40 to $2.50; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH AND OYSTERS.

Ciscoes are a little higher while sea herrings, trout and white fish are quoted lower.

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCOS . . . .

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE. DERBY.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . .

140 Princess St. Market Square WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on app cation. Wholesale supplied only.

"SHIPPERS ATTENTION"

Reference—Bradstreet's.

Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

Established 1892.

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST - TORONTO.

JAPAN JAVA

MOUNT ROYAL

RICE

MILLS BRAND

PATNA BURMAH

D. W. Ross Co., Agents.

G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**

42 SCOTT St. TORONTO.

YOU CAN'T AFFORD TO BE WITHOUT THEM. NOW IS THE TIME TO ORDER

McLAUCHLAN'S SODAS ALWAYS FRESH AND CRISP.

Jas. McLauchlan & Sons Biscuit Manufacturers Owen Sound.

Business is quiet. We quote: White fish 6c.; trout, 6c.; pickerel, 6c.per lb.; haddies, 6c. per lb. ; Labrador herring, $4.50 to $5 per bbl. and $2.25 to $2.50 per half-bbl. ; boneless cod, 3½c. per lb. ; pure cod, 6½ to 6¾c. per lb. ; ciscoes, $1.25 per 100 ; haddock, 5c. per lb. ; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 6½ to 7c.; sea herring, $1 per 100 ; smelts, 6 to 9c. Oysters are quoted at $1.25 for standards, and $1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

Business in provisions has been quiet during the past week, and our quotations are a little lower. Dressed hogs are coming forward freely, especially from Western Ontario. Packers are paying $4.50 for heavy weights and $5 to $5.40 for light weights. The $5.40 is for northern hogs.

DRY SALTED MEATS—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots ; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c. ; hams, large, 22 lbs. and over, 9 to 9½c.; medium, 15 to 20 lbs., 10c. ; small hams, 10½c.; backs, 9½c.; shoulder hams, 6¾c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6¼ to 6½c.; tubs, 6½ to 6¾c.; pails, 6¾ to 7c.

BARREL PORK—Canadian heavy mess, $12 ; Canadian short-cut, $12 to $12.50 ; clear shoulder mess, $10.

SALT.

Business has improved during the past week and prices are without change. We quote at Toronto : In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote : F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Markets for red and alsike clovers, as well as timothy, are practically stagnant in the absence of either local or shipping demand, and any buying just now is purely speculative and at very low prices. A revival of trade is looked for in the near future, when all hope prices may be maintained. Nominal values at present for red clover, $3 to $4.50; alsike, $3 to $4.25; timothy, $1.10 to $1.50.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with cured quoted at 7¼ to 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5c. to 6c for No. 2. Sheep and lambskins, 90c. to $1.

WOOL—The market is steady. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

PETROLEUM.

Business, if anything, has improved a little during the past week. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c. ; American water white, 19c.; Pratt's astral 19c. in bulk.

MARKET NOTES.

Sugar is easier in London.

Indian teas of all grades are dearer in London.

Further advances in pepper are announced.

California navel oranges are 25c. per case higher on the Coast.

Cables to P. L. Mason & Co. and Watt & Scott report a further advance of 6d. in the price of currants at Patras.

Shipments of C. Ceroni's brand of currants have arrived on this market, and the excellent quality of the fruit is attracting a good deal of attention. This is the first season this brand has been on the Canadian market.

OUEBEC MARKETS.

MONTREAL, FEB. 4, 1897.

GROCERIES.

THE wholesale grocery market has exhibited few radical changes during the past week, the majority of buyers contenting themselves with hand-to-mouth orders. In sugar quietness is the rule and no speculative spirit whatever is shown, despite the fact that a duty on raw sugar seems to be generally expected. In tea the jobbers have been doing some trading between themselves and also from first hands in all grades and descriptions in the belief that a duty is to be imposed, but the fact has had little influence in spurring retailers into extra activity, for the latter content themselves with filling actual wants. Syrups, molasses, spices and coffees are unchanged, while dried fruits generally are firmly held under light stocks. There has been some demand for canned vegetables and in addition to tomatoes corn and peas now exhibit a firmer tendency.

SUGAR.

The only change in the sugar situation during the week has been a rather unsettled situation outside, but the fact has not influenced the local situation to any material extent. Business shows little improvement over a week ago in spite of the fact that stocks both in second and third hands are generally reported to be light. This is considered all the more curious for though there is possibility of a duty on the raw article, the market is absolutely without speculative feeling, buyers generally showing little disposition to lay in stock ahead. At the refineries car lots of granulated sold at 3⅞ to 4c., and yellows, 3⅛ to 3¾c., net f.o.b. Montreal. In a smaller way we quote: Granulated, 4 to 4⅛c., and yellows, 3¼ to 3¾c., as to grade.

SYRUPS.

Demand for syrups continues slow and business is exceedingly quiet at 1⅜ to 1⅞c.

WE ARE PAYING CASH FOR DRIED APPLES

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. Toronto

Just 2 This Week

But they are GOOD and profitable.

Our "Crushed" Java and Mocha xtr. is the best value in Coffee on the market. It suits 9 out of 10 of your customers, and the price is right—Send for sample tin, 25-lbs. or 50-lbs.

Price "Crushed" - 20 c. lb.
" "Crushed" ground 20½c. lb.

"KOLONA" Pure Ceylon Tea

We ask you to try this Tea ; it is giving splendid satisfaction, and repeat orders are coming in daily—Put up in ½'s and 1-lb. packages—either Black or Black and Green Mixed—to retail at 30, 40, 50, 60 and 80c. per lb. Gives you a splendid profit, pleases the consumer, and assures success to your tea trade—Send us trial order of sample case of 50-lbs.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

per pound, as to quality at the factory. In a small jobbing way prices range from 22 to 35c., as to grade.

MOLASSES.

Business in molasses continues quiet, but this is the normal condition at this season of the year. There is no indication, however, despite the dulness, of any disposition to shade prices or make concessions in any way to effect sales. In car lots Barbadoes are offered at 29c., mixed 27c., Porto Rico 27½c., Antigua 23c. and St. Kitts 24c., while in a jobbing way the basis ranges from 29 to 31c., according to grade.

RICE.

There is no change in the rice market, business ruling quiet. We quote: Crystal Japan, $5 to $5.25; standard B., $3.50 to $3.60; Patna, $4.75 to $5.25; Carolina, $6.75 to $7.75, and Java, $4 to $4.25.

SPICES.

The spice market continues quiet and unchanged. We quote: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 50 to 85c.

COFFEE.

There is little life in the coffee market aside from a few invoice lots of Maracaibo, Santos and Rio, which changed hands at figures about equivalent to our jobbing range. The call from second hands is of limited volume. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18 to 20½c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

The tea market has shown quite a lot of activity between jobbers, who seem convinced of the fact that a duty is to be imposed. Accordingly, there is a lot of speculative activity, but it cannot be said that the excitement has spread to the retailers, who seem content to get along on as small orders as possible. Values rule firm, Japans having sold in lots at 15 to 17c.; Ceylons at 16 to 17c., and Young Hysons at 12c. in 100 to 150 package lots. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

A few small orders for Valencia raisins have come to hand, but stocks are very light here and prices are firmly held. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins continue steady. A few car lots are expected this week, but they are all sold to arrive, and prices are firm, in fact firmer than last quoted, as follows: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

There is no change in loose Malaga raisins, which job out slowly at 7 to 7½c. for medium and 8 to 8½c. for high grades.

Sultanas continue quiet at 7 to 12c., as to grade.

There is no change in currants, which rule firm. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4¾c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

There is quite a steady trade passing in prunes at steady prices. We quote as follows: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

Figs are quiet and steady at 9½ to 11c.

Dates are in fair enquiry at 5½c. in jobbing lots, with smaller lots 6c.

Evaporated California fruits are quiet. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

NUTS.

There is only a quiet trade in nuts. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts,

Leonard Bros.

Wholesale Fish Merchants

ST. JOHN, N.B., MONTREAL AND TORONTO

Ask your wholesale grocer for

Leonard's 1-lb. Cod, in blocks and 5 and 20 lb. boxes, and 1-lb. "Gem of the Sea," in 21-lb. boxes

(GUARANTEED)

We are also putting up . . .

New Haddies, Kippers and Yarmouth Bloaters.

THEIR SUCCESS IS PHENOMENAL

Golden Haddies

The Reason Why: Because only the very **BEST** fish are packed in the cans, and every one is guaranteed. They have the most attractive looking label of any brand put up. When ordering be sure you get the **GOLDEN** brand. Delicate, Delicious, Delightful.

NORTHRUP & CO.

Packers' Agents.

St. John, N.B.

MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . .

JOHN E. MARSHALL

118 Commercial St.,

Boston.

D. H. RENNOLDSON,

Agent in Montreal.

"Your Money Back"

Our 127 page Illustrated Catalogue will be useful to you—it's yours for the asking. Brooms, Brushes, Woodenware.

without a word of argument if our Standard Brushes and Brooms are not what you think they ought to be.

Return them if they fail to satisfy. And this refers to style, quality, finish and price—our way of backing up the statement "the best of each of its kind for the least amount of your money."

We have confidence enough in the quality of our brooms and brushes to be willing to do all this.

CHAS. BOECKH & SONS, Mfrs.

Montreal Branch: 301 ST. PAUL ST.

80 York St., Toronto.

TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK

Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

SELLING AGENTS: J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg; J. Hunter White, St. John, N.B.; H. F. Baker, Halifax, N. S.; W. H. C. BURNETT, General Western Manager, 509 Masonic Temple, Chicago, Ill.

J. W. BEARDSLEY'S SONS, New York, U.S.A.

The World's Best

must be good, safe and profitable enough for every Grocer to handle.

COTTAMS BIRD SEED

occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

APPLES
FOR EXPORT.

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

DAWSON & CO.
32 WEST MARKET STREET
Correspondence Solicited.
TORONTO.

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL .. **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

CHEESE.

The English markets have been advancing for some days and Cheese will be higher. We have:

CHOICE FALL MADE
LARGE SIZE CHEESE
TWIN CHEESE
STILTON CHEESE
"STAR" CREAM CHEESE
"PEPSIN" CREAM CHEESE
"MEADOW SWEET" CHEESE

Write for quotations.

F. W. Fearman
HAMILTON
HAMS, BACON, LARD.

11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoanuts, $5 per 100.

CANNED GOODS.

There has been some enquiry for canned vegetables. Tomatoes are scarce and firm, as last quoted, while corn is held 10c. higher this week at 75c. as the inside price, and peas at 80c. We quote: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $2.75 to $3 for 3's, $1.75 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

The improved condition of the country roads and the more seasonable weather has favorably affected the fish market, and a better trade is noted in all lines. Pickled fish steady, the only new feature being a scarcity of salmon, and prices are more firmly held as a result. We quote, in a jobbing way: No. 1 green cod, $4.50; No. 1 large, $5.25; No. 2, $3.40; No. 1 green haddock, $3.40 to $3.50; No. 1 B.C. salmon, $12.50 to $13 per barrel; Labrador, $13 to $13.50 per barrel; genuine Labrador herrings, $4.75; No. 1 N. S., $4; No. 1 lake trout, $3.60 to $3.75.

Receipts of fresh fish continue liberal and in excess of the demand. Prices, therefore, rule easy. Haddock and cod are selling at 2¾ to 3¼c.; steak cod, 3½ to 4c.; smelts, 3 to 5c., and salmon, 11 to 12c. Manitoba pike are ½c. lower at 3½ to 4c.; dore, 1c. lower, at 5 to 5½c., and white fish and trout ½c. lower at 6c. Fresh herrings sold lower at 65c. to $1 per 100.

Smoked fish continue quiet, moving only in a small way. Prices generally are steady.

It Has No Equal
BROCK'S BIRD SEED
We know it because
The Wholesaler sells more. The Retailer sells more
The Customer buys more.
It pays to handle such goods.
NICHOLSON & BROCK - TORONTO

BUTTER
Large roll, pounds, pails, crocks, tubs, in good demand. We can sell any quantity of good stock. Send us a trial shipment.
Correspondence invited.
References, Bradstreet's Mercantile Agency.
H. P. GOULD & CO.
Wholesale Produce and Commission Merchants,
33 Church St., TORONTO

LARD
Special prices for this week. It will pay you to order now. . . . . .
The WM. RYAN CO. Ltd.
70 & 72 Front St., East
TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

HAM AND EGGS
NOTHING NICER, if you eat "MAPLE LEAF" Brand HAMS or BREAKFAST BACON.
We have the eggs too—fresh, new-laid stock every day.
D. GUNN, BROS. & CO.
PORK PACKERS,
TORONTO

ORANGES
Special Fancy California Washington Navels. Fancy New Valencias.
Fancy Messina Lemons,
Malaga Grapes, New Nuts,
Figs and Dates. . . .
HUGH WALKER & SON
GUELPH, ONT.

Haddies are selling at 6 to 7c. per lb.; Yarmouth and bay bloaters at 85c. to $1 per box; kippered herrings at $1.25 to $1 50 per box ; ciscoes at 50c. per basket, and smoked herrings at 10c. per box.

There is only a limited demand for dried and boneless fish, and values are steady. We quote : Cod, $3.75 to $4 per cwt. ; pollock, $1.65 to $1.75 per 100 lbs.; skinless cod, $5.10 to $5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb.

GREEN FRUIT.

The green fruit market has ruled quiet on the whole since last report. Lemons continue steady, while oranges are much as they were last week. Spanish onions are almost exhausted. We quote : California oranges, $4 to $4.25 per box ; Florida oranges, $5 to $5.50 per box ; Valencia oranges, $3.50 to $4 per box ; lemons, $1.75 to $2.75 per box, and $5 per chest ; cranberries, $1 to $4.50 per bbl.; Spanish onions, 85c. per crate ; Malaga grapes, $7.50 to $8.

APPLES.

The apple market has rather steadier feeling this week, but the fact has not improved prices, which rule easy at 90c. to $1.40 for No. 1, and 40 to 85c. for No. 2.

DRIED APPLES.

The demand for these is slack and offers have been freely made to jobbers here at 3c. laid down in Montreal. We quote : 3 to 3½c. Evaporated range from 3¾ to 4¼c.

COUNTRY PRODUCE.

EGGS—Owing to the continued liberal receipts of new laid eggs the tone of the market is weak, and prices have a downward tendency, and it is more than likely dealers would shade present figures for fair sized lots. We quote : New laid, 20 to 22c.; choice fall stock, 15 to 18c.; Montreal limed, 13½ to 14c.; Western limed, 12 to 13c., and cold storage, 12 to 12½ per dozen.

POULTRY—The receipts of poultry continue very small, and although there is a fair enquiry for choice stock, buyers find it difficult to fill their wants, and the market in consequence is quiet and steady. Turkeys, 8½ to 9c.; spring chickens, 6½ to 7c.; frozen stock, 3 to 5½c.; geese, choice, 6 to 7c.; frozen, old, 5 to 5½c., and ducks, 7½ to 8c. per lb.

POTATOES—The demand for potatoes was slow, and prices are unhanged at 35 to 40c. per bag in car lots, and at 45 to 50c. in a jobbing way.

ONIONS—There has been quite a demand for Canadian onions from American buyers, and prices here rule firm at $1.75 to $2 for red and $2 to $2.25 for yellow.

HONEY—Continues dull at 11 to 12c. for fancy in small cases and 8 to 10c. in large for white comb stock. Extracted ranges from 7½ to 9c.

BEANS—Have ruled lower, being marked down 5c. on Tuesday to 75 to 80c. in car lats and 85 to 90c. in a jobbing way.

PROVISIONS.

There was no material change in the situation of the local provision market, trade being slow and prices unchanged. New packed Canadian pork, $11 to $12 ; old at $10 to $10.50 per bbl. ; pure Canadian lard, in pails, at 6½ to 7c., and compound refined, at 5¼ to 5½c. per lb.; hams, 9 to 10c., and bacon 8½ to 9½c. per lb.

Dressed hogs are irregular. Light weights have ruled firm under small supplies, but they sagged off this week to $5 to $5.15, a decline of 10 to 25c. Heavy weights have been demoralized all along under large receipts and they are freely offered at $4.50.

FLOUR, MEAL AND FEED.

The continued downward tendency of the American grain markets does not tend to improve the local flour trade any, as buyers still continue to hold off, and the market at present is very quiet and easy, with only a small jobbing trade in progress. We quote : Winter wheat patents at $4.65 to $4.85; straight rollers, $4.20 to $4.30 ; and in bags, $2.10 to $2.15. Manitoba spring wheat, patents, $4.90 to $5.05 ; and strong bakers', $4.25 to $4.75.

There was no improvement in the oatmeal market, sales being slow on the basis of $3.20 to $3.30 per barrel for rolled oats, and at $1.60 to $1.65 per bag.

The demand for feed was limited and business continues quiet at $9.50 to $10 for Manitoba per ton, including bags, and Ontario at $9 to $9.25 in bulk.

HAY.

A fair local trade was reported in hay and the market is steady at $10 to $10.25 for No. 1, and at $8.75 to $9 for No. 2 per ton, in car lots on track.

CHEESE AND BUTTER.

The export business in cheese was practically wound up last week when the last remaining lots of finest fall makes were sold at 12c. This was a higher wind up than many expected, representing an advance of over 2c. per pound since January 1st. As a result the speculators on this side are bewailing the fact that they did not hold on a little longer, for the great bulk of them got out from 10¼ to 10½c per pound, and, therefore, according to the ruling cost to-day, lost 1½c. per pound by so doing.

The exports of cheese last week were 587 to Leith, 207 to Hull, 15,469 to Liverpool and 10,980 to London, a total of 27,243 boxes. This makes a total to date since the 1st of May last, 1,920,523 boxes.

There was some enquiry from shippers for choice creamery, but they find it very difficult to fill their wants owing to the scarcity of such stock, and the bulk of the fresh receipts are being picked up by the grocery trade at prices ranging from 19 to 20½c., while rolled is selling at 12 to 13c., as to quality.

The exports of butter last week were 1,115 packages to Liverpool and 50 to London, a total of 1,165. This makes the total exports to date, since the 1st of May last, 185,652 packages.

MONTREAL NOTES.

Beans have been offered 5c. lower in car lots since last Tuesday.

Stocks of Spanish onions on this market are almost exhausted this week.

Both canned corn and peas are held 10c. firmer here this week by jobbers.

American buyers have been free buyers of Canadian onions here during the week at full prices.

Liberal receipts of fresh fish have led to declines this week, despite the fact that demand is fair.

There has been some difficulty experienced this week to supply orders for Rio coffee, which is scarce for the moment.

It is claimed that no Singapore pepper could be laid down in Montreal under 9 to 9½c. and black, 6 to 6½c., net cash in straight invoice lots.

Jobbers have been doing a lot of trading in tea between themselves, as well as from first hands, in Japans, Ceylons and Young Hysons, at firm values.

The last lot of September cheese, 2,000 boxes, was closed out for export on Monday, at 12c. This netted the seller a profit of 1½c. per pound, or over $100 per box.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Feb. 4, 1897.

DURING the month just passed brokers in making sales have been met by this request from merchants : "Do not have these goods come in till after February 1." Stock has now been taken, and from now business will be more active, though much improvement cannot be looked for before March. Stocks here are quite heavy owing largely to the very low prices which have ruled, and as the demand is light at this season it had made money scarce. Much interest was taken in the meeting of the Tariff Commission here this week, full particulars of which will be found in another part of the paper. In groceries tea, sugar and oil received the most attention, although pork. flour and almost all

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

Heinz's Pickles.

Allow us this week to call your attention to our . . . .

SOUR BARREL PICKLES.

"Extra Spiced" we call them, because they are more highly spiced than the ordinary pickles on the market. They are uniform in size, choice shape and guaranteed full count. Put up in pure pickling vinegar made especially for that purpose. . . . .

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. TRADE KEYSTONE PICKLING & PRESERVING WORKS MARK PITTSBURG, U.S.A.

lines were touched on. On one point there was great unanimity of opinion among the representatives of all lines of business, and that was that the duty on packages should be done away with.

OIL—From week to week as the days lengthen a decreasing demand is noticed for burning oil. This, however, is somewhat made up by the opening of the lubricating oil trade. In this line the movement has commenced, and while not such a large trade as that in burning oil, it gives a chance for larger profits and a greater chance for salesmen to show their ability. We quote: Best American, 19½c.; best Canadian, 18¼c.; prime. 16c.

SALT—The Liverpool steamer again brought a quantity of coarse salt this week for local merchants. This salt is sold here, as western dealers find it cheaper to buy on through bills of lading. Over 20,000 bags have been brought by these steamers for the trade here this winter, one importer having as many as 17,000 sacks. Demand at present very light. We quote: Coarse, 45 to 50c., factory-filled, 85c. to $1: 5-lb. bags in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, $2 per case of 2 doz.; Canadian fine, $1.

CANNED GOODS — There is rather an improvement noted. The strength in peas and tomatoes before noted is becoming more marked. In Early June peas some dealers are now holding for 90c., and the same for tomatoes. Corn does not seem to share in this advance. Gallon apples are slow and price might be shaded on round lots. Peaches are firm. Pineapple shows quite a range, there being first the sliced, then the whole, and lastly the grated; this last now having the chief demand. Canned clams and scallops show a better trade, but the local demand is not large. There are very few lobsters here. We quote: Corn, 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, $1.80 to $1.90; corned beef, Canadian, $2.25 to $2.35; American, 2-lb. tins, $2.40 to $2.50; 1-lb. tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.34 to $1.45; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.90 to $2; pineapples, $2.25 to $3; salmon, $1.30 to $1.40; lobsters, $2.20; haddies, $1.25 to $1.30; clams, $5 for 4 doz.; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.; American peaches, 3's, $2.25.

GREEN FRUIT—There is but little movement, and that little is city trade. Apples are being shipped to the English market in large quantities, but the market here does not improve, and prices remain very low, with sale slow. Oranges keep low, showing little or no change. Valencias are coming to hand less sour, particularly the larger sizes. Grapes are out of the market. Lemons tend rather lower. Cape Cod cranberries are lower, but there is really no demand at any price. Green fruit should pay a good profit, there is such a large waste. We quote: Lemons, $3 to $4; Valencia oranges, $3 to $3.50 per case; California oranges, $4.50 to $5; Florida oranges, $5 to $5.50; apples, $1 to $1.50 per bbl.; cranberries, Cape Cod, $4.50 to $6 per bbl.; bog cranberries, native, $3 to $5; pines, $1.50 per doz.

DRIED FRUIT—Last year money was lost in onions, but this year anyone fortunate enough to have any will make money. The trouble is, the stock is quite light. There is little proper storage to keep onions here. Some red onions held here were this week shipped to Boston. The red have no sale here. Dates tend upward, the stock here being light. In prunes sale shows little life. There begins to be a demand in a small way for California prunes. In evaporated apples the market is well stocked. While there is as yet no change in price, there is a better feeling in the market. Dried are still no sale. In currants dealers do not push sale of bulk cleaned, preferring to sell cartoons,

prices of which are held very firm. We quote: Valencias raisins, 5 to 6c.; layers, 6¾ to 7c.; California 3-crown L.M., 7½ to 7¾c.; 4-crown, 8¾ to 9c.; London layers, $1.75 to $2.00; currants, cases, 4¾ to 5c.; bbls.. 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6 to 6½c.; prunes, 5½ to 6c.; California, 6 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4¾ to 5c.; onions, $2.25 to $2.50.

Dairy Produce— Butter continues dull. Efforts are being made to sell Ontario and Quebec butter, but there is little opening even at the very low prices. Cheese sells slow, but higher prices are looked for. Eggs remain as quoted last week. Dealers are very shy of held stock, preferring to buy small lots of fresh in the country market at 20 to 22c. We quote : Dairy butter, 16 to 18c.; creamery, tubs, 19 to 20c.; prints, 20 to 22c. Cheese, 10½c. Eggs, 17 to 18c.

Sugar—Feeling is stronger, some refineries asking a shade higher prices than last week. Quite a quantity of sugar is being brought here, because stocks have become low, but chiefly on account of expected change in duty. We quote : Granulated, 4 to 4⅛c.; yellows, 3¼ to 3½c.; Paris lump, 5¼ to 6c.; powdered, 5¾ to 6c.

Molasses—Trade is light, prices showing little change. It is very difficult to sell a poor grade. Stocks will be well cleaned up before new comes in. The year has not proved as profitable to importers of molasses as did the last. In syrups a very limited quantity has been handled. We quote : Barbadoes, 27 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.

Fish—There is rather more doing in boneless fish than for some time. These goods are almost all shipped west. There are several grades sold as boneless fish : First there is that which is not cod, or only part cod, then there is the pure cod, and the pure cod without a bone ; the other grades having little ends of bone in them. This, like the last few years, has been but a fair year for frozen herring and the season is now nearing its close. All fresh fish is in light movement. In pickled demand is so light there is hardly any market. There is a fair movement in dry fish. Medium cod are preferred. Smoked herring are dull and the price low. There are no kippered herring. Frozen smelt have been moving in quite large quantities of late. We quote : Large cod, $3.25 to $3.50; medium, $2.75 to $3 ; pollock, $1.20 to $1.25 ; bay herring, $1.35 to $1.40 per half-bbl.; smoked, 5 to 6c.; shad, half-bbl., $5 to $5.50; boneless, 2½ to 8c.; frozen herring, 60 to 65c. per 100; bloaters, 60 to 70c. per box; kippered, 90 to $1 per box; Barrington herring, $3 to $3.25 per bbl.; Shelburne, $3.50 per bbl. Frozen cod, 2 to 2¼c. per lb.; pollock, 1¼c.; smelt, 4 to 5c.

Provisions—Trade is dull. Pork is still low, particularly mess. In beef the price is better maintained. Smoked meats have rather better attention, but show limited sale. Lard shows quite a range, but little change in price. We quote : Clear pork, $13 to $14; mess, $12 to $13 ; plate beef, $12 to $13 ; hams, 10 to 11c. ; rolls, 7 to 8c.; pure lard, tubs, 7½ to 8c.; compound, 6½ to 7c.

Flour, Feed and Meal—Brokers have found rather a better demand for flour during the past week, chiefly owing to stocks running low. Prices show little or no change. Oatmeal keeps easy, with stocks still quite large. Oats also tend easy, but there is little change. There is a fair trade doing. Cornmeal shows a good sale at the very low price still ruling. Hay is dull, and keeps low. While feed shows rather better demand the sale is still light. Barley we quote rather higher. Peas remain as last week ; the trade here is not large. Beans are rather lower, being where they were before the last advance, in fact, are about as low as ever known. Stocks held are large. In yellow-eye beans the trade are supplied by the local farmers and from Nova Scotia, very nice, improved yellow-eye beans coming from the latter place. The price is kept low owing to the low price of the white. Buckwheat meal begins to move slowly ; what little demand there is is for the grey. We quote : Manitoba flour, $5.60 to $5.70; best Ontario, $5 to $5.10 ; medium, $4.70 to $4.80; oatmeal, $3.50 to $3.60 ; cornmeal, $1.85 to $1.90. middlings, $14 to $15 ; bran, $13.50 to $14 ; oats, 32 to 35c. ; hay, $11 to $12 ; barley, $3.25 to $3.50; round peas, $1.10; split peas, $3.00 to $3.25 ; beans, hand-picked, 90 to $1; prime, 85 to 90c.; yellow eye beans, $1.25 to $1.50 ; yellow buckwheat meal, $1.20 to $1.25; grey, $1.65 to $1.75.

ST. JOHN NOTES.

Large quantities of eels are being speared in the Richibucto river and shipped to the American market.

The Lake Ontario, of the Beaver Line, this week landed 3,500 sacks Liverpool coarse salt. There is practically no fine brought here this way.

A car of Nova Scotia manilla paper, the first to come here, has just arrived. It is from Hartville, near Windsor, both pulp and paper being made there. The paper is of good quality, giving every satisfaction to the buyer.

The annual meeting of the farmers and dairymen of Nova Scotia was held during the past week at Middleton. That of the New Brunswick Association will be held at Fredericton on the 10th, 11th and 12th of this month.

The Canadian Grocer congratulates the St. John grocery travelers who came off so well from the very bad railway accident on the I.C.R., Mr. Puddington, with Merritt Bros. & Co., receiving practically no injury, while Mr. Horace Cole, with Jardine & Co., though quite badly hurt, is likely soon to be around again. Six tons of cents in the express cars are said to have been the cause of the accident.

The Duart Castle, sailing this past week, had a large passenger list, among whom were Mr. Wm. McCavour and wife, of the well-known wholesale fish and grocery house of McCavour & Co.; also Walter J. Mell, of the firm of S. H. White & Co., Sussex, and Harvey White, also of Sussex. Not only is this a splendid time of year to go to the West Indies, but the exhibition at Trinidad is an extra attraction.

A MAN FROM QU'APPELLE.

Mr. Alex. Stewart, of Fort Qu'Appelle, N.W.T., is in Toronto this week. Mr. Stewart is an interesting personage. About 30 years ago he left for the Cariboo mining country, and for 17 years was engaged in gold hunting there, coming back to Ontario a few years for a brief sojourn loaded with gold nuggets, some of which were valued at about $500. He followed this gold-hunting life for about 17 years. At present he is engaged in farming near Fort Qu'Appelle. "But," said he, "I may take a turn at mining again next year in the Kootenay country."

Mr. Stewart is enthusiastic regarding the country around Fort Qu'Appelle. "It is the best farming country in Manitoba or the Territories. Our crops last season yielded 30 per cent. more than in any other part of the West, and next year we expect to see a great influx of immigrants."

In regard to fruits, he said : "I have experimented with the larger fruits, but for some reason or other after standing for about three years they suddenly die off. Small fruits, however, do better than they do in Ontario."

NEXT SEASON'S MAPLE SYRUP.

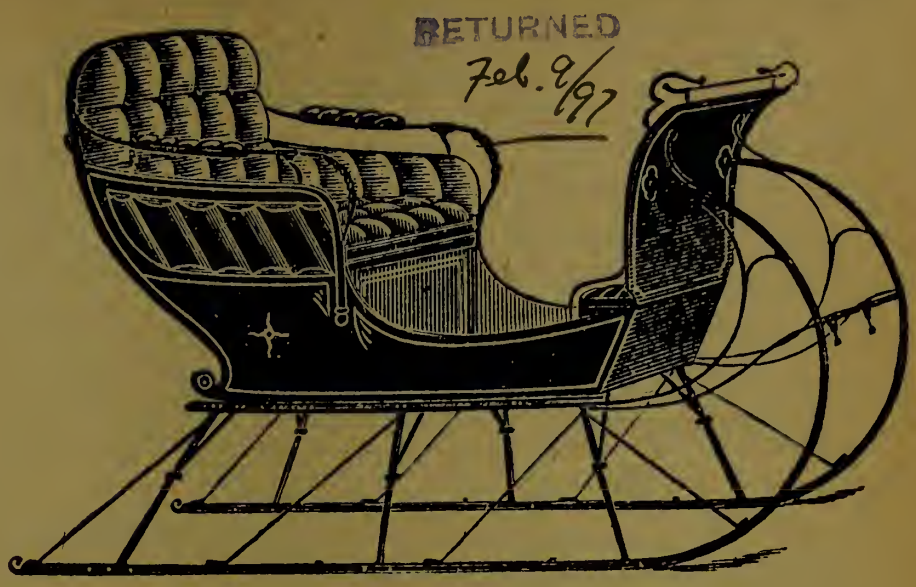
Macdonald Bros., Montreal, expect to make about 2,000 gallons of high-grade maple syrup this season. Their sugar bush is one of the finest in Canada, and it is equipped with the most modern improvements. Should the season be favorable they expect to boil the latter part of March.

$60 SIXTY DOLLARS

Will buy this handsome cutter and give you

50 lbs. Ground Coffee
50 1-lb. Cans Baking Powder
100 lbs. Whole or Ground Pure Spices

All Fully Guaranteed



The cutter is first-class in every particular, and is guaranteed by the largest manufacturers in Canada as their best work. And we stand behind the other goods.

Write us for particulars

SPICES, F.O.B. Toronto
CUTTER " Brockville

THE TORONTO COFFEE & SPICE CO. LTD.

H.H. SUYDAM. PRES. J.D. ROBERTS. VICE. PRES. J.A. WATSON. SEC.

CIGAR BOX WOOD.

CIGAR and cigar box manufacturers will learn with satisfaction that there is no immediate prospect of the prices of cedar being increased beyond present quotations, remarks Tobacco Leaf. It was rumored in the city last week that an agreement among lumber importers was on the tapis, the object of which was to secure an advance by general vote. From enquiries made at headquarters we are assured that no such intention has existed—or, rather, has not been put forward as a serious proposal. That a rumor of this alleged movement should have received ready credence is not a matter of surprise when the condition of the cedar market is taken into consideration. The wonder is that it has stopped short at rumor.

The main supplies for the cigar-box industry are drawn from Cuba, Mexico coming next. Chaos has had Cuba in its clutches for the past two years, upsetting all plans and business calculations, especially those of merchants in the tobacco and lumber trades. That cigar manufacturers have not been inconvenienced before this by the scarcity of cedar, says much for the forethought and admirable arrangements of lumber importers.

The exports of Mexico are greatly influenced by the rainfalls, the logs having often to be floated down the rivers for a distance of 1,000 miles. Dependent on an element of more or less uncertainty, it often happens that the supplies available for the United States markets fall short of demand. At the present moment there is probably a six months' supply of cedar from all sources in sight, and should this not be augmented by occasional shipments from Cuba and Mexico, the situation at the end of that time will be decidedly blue. Even should the Cuban tangle be straightened out in the immediate future, it will take fully a year to get trade back in its old channels. The timber getters have been dispersed, their oxen taken away, their appliances destroyed, and the entire business all but ruined. Although the Mexican article is not equal to the Cuban in quality, it has been generally believed that supplies from that country were both safe and ample. That theory, however, has now been upset by the fact already referred to—the occasional shortage in the rainfall, and resultant obstacles of floating logs to the seaboard.

Cedar, and good cedar at that, is an essential factor to the prosperity of the cigar trade. Manufacturers of high-grade cigars naturally select the best boxes procurable for packing their goods, and in this way their interests run side by side with those of the lumber importer and cigar-box maker. When supplies are plentiful and prices correspondingly low, all benefit alike by increased trade; when the former are short and the latter high, then in turn must all interested in the industry be fellow losers. And at the present time the cigar manufacturing trade is not so flourishing but that the knowledge that cedar prices are not to be advanced will be a matter for congratulation.

CANNED TOMATOES IN THE STATES.

In reference to the canned tomato situation in Baltimore, Thos. J. Meehan & Co. write: "The distributive trade in tomatoes has been remarkably large all through December and January, and the jobbers in all sections have been surprised at the quantity of tomatoes which they have sold at this time in the season. All these goods go directly into consumption, and it is the frequent repetition of retail orders which gives the jobbers, as well as the packers, more confidence in the future of them. The lowest prices to-day on tomatoes are 55c. for 2-lb. standards and 67½c. for 3-lb. standards, net cash, f. o. b., with the majority of the packers asking 2½c. dozen higher on each size."

PRACTICAL PUBLICITY

By Nath. C. Fowler, Jr.

Call at
John Smith's,
and your
money will
go farther than
if spent at
most stores.

JOHN SMITH,
133 King St.

A well written and well set advertisement. While the argument isn't conclusive, the statement is pointed, and is likely to be believed. I criticize two points in the advertisement. First, there is no necessity of using the expression, "Call at." That is what the advertisement is for, and it is so understood, and there is no need of wasting space saying it. Second, the firm name appears twice. Once is enough. Advertisements of this class can be frequently used to advantage, as they are brief, pointed, and catchy, but they never should be used continuously, as they are only intended to be as supplementary to a definite advertisement of definite things. I rewrite and reset this advertisement, bringing out the saving idea very prominently in the heading. The advertisement, as I rewrite it, applies to almost any line of goods, but should be used only occasionally, as its argument, while likely to be appreciated, and while reading well and having in it a style which may be remembered, is not fully convincing. The advertisement would be improved and strengthened by mentioning some one article, or some definite line of articles.

MONEY SAVER

If there is anybody here or anywhere who can sell what we sell for what we sell it, let him do it—he can't keep it up—by and by we'll buy his bankrupt stock—No good thing was ever sold for less than cost.

John Smith,
133 King St.

HAVE STRENGTH TO SAY "NO."

MOST of the young men and women who are lost in our cities are ruined because of their inability to say "No" to the thousand allurements and temptations which appeal to their weak passions. If they would only show a little decision at first, one emphatic "No" might silence their solicitors forever. But they are weak, they are afraid of offending, they don't like to say "No," and thus they throw down the gauntlet and are soon on the broad road to ruin. A little resolution early in life will soon conquer the right to mind one's own business.

To indolent, shiftless, listless people life becomes a mere shuffle of expedients. They do not realize that the habit of putting everything off puts off their manhood, their capacity, their success; their contagion infects their whole neighborhood. Scott used to caution youth against the habit of dawdling, which creeps in at every crevice of unoccupied time and often ruins a bright life. "Your motto must be," he says, "Hoc age,"—do instantly. This is the only way to check the propensity to dawdling. How many hours have been wasted dawdling in bed, turning over and dreading to get up? Many a career has been crippled by it. Burton could not overcome this habit and, convinced that it would ruin his success, made his servant promise before he went to bed to get him up at just such a time; the servant called, and coaxed; but Burton would beg him to be left a little longer. The servant, knowing that he would lose his shilling if he did not get him up, then dashed cold water into the bed between the sheets, and Burton came out with a bound. When one asked a lazy young fellow what made him lie in bed so long, "I am employed," said he, "in hearing counsel every morning. Industry advises me to get up; sloth to lie still; and they give my twenty reasons for and against. It is my part, as an impartial judge, to hear all that can be said on both sides, and by the time the cause is over dinner is ready."

There is no doubt that, as a rule, great decision of character is usually accompanied by great constitutional firmness. Men who have been noted for great firmness of character have usually been strong and robust. There is no quality of the mind which does not sympathize with bodily weakness, and especially is this true with the power of decision, which is usually impaired or weakened from physical suffering, or any great physical debility. As a rule, it is the strong physical man who carries weight and conviction. Any bodily weakness, or lassitude, or lack of tone and vigor, is, perhaps, first felt in the weakened or debilitated power of decision. Nothing will give greater confidence in a young man, and bring assistance more quickly from the bank or from a friend, than the reputation of promptness. The world knows that the prompt man's bills and notes will be paid on the day, and will trust him. "Let it be your first study to teach the world that you are not wood and straw; that there is some iron in you." "Let men know that what you say you will do; that your decision, once made, is final—no wavering; that, once resolved, you are not to be allured or intimidated."

Some minds are so constructed that they are bewildered and dazed whenever a responsibility is thrust upon them; they have a mortal dread of deciding anything. The very effort to come to immediate and unflinching decision starts up all sorts of doubts, difficulties and fears, and they cannot seem to get light enough to decide nor courage enough to attempt to remove the obstacle. They know that hesitation is fatal to enterprise, fatal to progress, fatal to success. Yet somehow they seem fated with a morbid introspection which ever holds them in suspense. They have just energy enough to weigh motives, but nothing left for the momentum of action. They analyze and analyze, deliberate, weigh, consider, ponder, but never act. How many a man can trace his downfall to the failure to seize his opportunity at the favorable moment, when it was within easy grasp, the nick of time, which often does not present itself but once.—Architects of Fate.

GERMAN CLERKS IN LONDON.

London clerks complain bitterly of the competition they have to meet in the shape of innumerable young Germans who come to that city, not to earn a living, but to learn the language. These invaders are content with wages ridiculously small, as they look upon the service merely as a sort of post-graduate course in business methods, and expect to find compensation in the high salaries they will command at home, after it is completed.

DID NOT KEEP "JACKPOTS."

An exchange vouches for the truth of the following: "No, ma'am," said the grocer, making a clatter among the tins, "I have coffee and teapots, but there isn't such a thing as a jackpot in the store." "I'm so sorry," wailed the young wife. "We haven't been married long, and my husband's mother always cooked for him, and when I heard him talking in his sleep about a jackpot I thought I'd get one, for he mentioned it so often that he must be used to it. Could you tell me what they cook in it?" "Fish—suckers," said the grocer, and sent her to the tin shop in the next block.

The Watchful Care

Exercised in selecting "KENT" Tomatoes is what gives them the fine color and delicious flavor. Only perfectly ripe Tomatoes are put in the cans. Nearly all the juice is extracted, thus making the Cans absolutely solid with tomatoes.

In selling "KENT" brand you are giving the fullest measure possible. The largest measure of the best goods is sure to win and keep trade. It will pay you to sell always "KENT" Tomatoes.

Agents . . .
Wright & Copp, Toronto.
Rose & Lafiamme, Montreal.

THE KENT CANNING CO.
CHATHAM, ONT.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

We put up Pickles In Bottle or Bulk

That for quality equal imported pickles.

There's a good variety of kinds.

Send a trial order and see how well they sell.

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

Ceylon Teas

Fresh arrivals daily. Beautiful style, excellent cup quality, unprecedented values.

WARREN BROS. & CO.
85 and 87 Front St. East, Toronto.

FINEST FORMOSA OOLONG

We have a line of this **TEA** which is particularly fine in flavor.

JOHN SLOAN & CO.
Wholesale Grocers
TORONTO

Holds the Record

"Excelsior Coffee"

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

SPECIAL VALUE . . .

TEAS

YOUNG HYSONS
CONGOUS
JAPANS
CEYLONS
ASSAMS
DARJEELINGS
KONGRA VALLEY
SYTHET

PERKINS, INCE & CO.
TORONTO.

THE COFFEE CROP.

A NEW YORK firm has issued a circular regarding the new coffee crop. The receipts up to the present time in Rio and Santos, says The Journal of Commerce, justify the conclusion that 8,500,000 bags is likely to be the actual out-turn of the new current crop. "This agrees," the circular says, "with the estimates received from our friends, who have cabled again during the past few days to the effect that they believe 4,750,000 bags in Santos and 3,750,000 bags in Rio as measuring the probable receipts up to the 1st of July. If we take these figures and deduct the receipts now in, the balance of the crop to come down during the five months from February 1 to June 30 means an average in Rio and Santos together of 14,500 bags per day; and from the manner in which the receipts have been sent down during January, this means a falling off of receipts between February and June, with the probability of an increase during the month of June. Taking 8,500,000 bags as the total receipts of the season, then the quantity marketed for the first six months of the crop will prove to be 68 per cent. of the total, or the heaviest percentage on record of a large crop marketed within the time stated. * * * There is one noticeable instance of an estimate as low as 7,000,000 bags (in The Circulaire Anonyme of December 31), and persisted in with the desperation of a drowning man catching at a straw.

"The Circulaire Anonyme accepts this estimate of 7,000,000 bags for Rio and Santos, and at the same time adopts a total of 4,750,000 bags for the mild crops. In so doing it adopts a minimum which obviously is 2,000,000 bags too small; but as the same author was last year fully 1,000,000 bags out in respect to the visible supply, it seems like an effort to beat that record, as sufficient evidence exists that the estimates taken are at least 2,000,000 bags short of the actual production of this year.

"The present crop in Rio and Santos is no longer debatable ground, on the basis of any figure less than 8,000,000 bags, and this some parties already commence to appreciate; but those who made very small estimates on the current crop are repeating the same practice as regards the 1897-1898 crop.

"As regards the coming crop, it has been very noticeable that the London people, who have apparently the largest interests in existing stocks and speculative accounts, promulgated estimates of 6,000,000 bags for the next Rio and Santos crops long before the first flowering commenced. Any higher figures than these did not suit their interests, and now that it is quite clear that the present crop is much larger than they have predicted, it seems to them only a natural and proper course to decrease their estimates of the next crop to conform with the excess the present crop is showing over their own figures. This action is on a parallel with the great variety of reports disseminated from Brazil since July by parties identified with the same interests—frost in July, too much rain in August, drought in October, heavy rains in November, drought in December and drought and too much rain at the same time during January.

"That the Brazilians, in marketing the largest crop on record, and in a period of a financial crisis and difficulties, should find it patriotic to represent the new crop as small as possible, and obtain for themselves the benefit of every doubt in connection with same, we consider to be quite natural, and that such tactics were adopted has been frankly admitted by one of the most experienced Anglo-Brazilians down there. The communications from this gentleman are absolutely unbiassed, and his observations go to prove that notwithstanding the enormous extensions of area under plantation and the undoubted heavy crop, the farmers have persistently talked damage to the growing crop to help them in selling the current one. But why consuming countries and legitimate dealers here and in Europe should accept these subterfuges is extremely difficult for us to understand. That the large speculators in London and elsewhere in Europe who are heavily involved should, through their branch houses, foster these reports, can be more easily understood, but it taxes the intelligence of the coffee trade generally a little too heavily to try to force upon them the idea that 'drought' and 'rains' can cause damage at one and the same time; to believe in 'frost' reports, presented with estimates in July, or two months prior to the first flowering, or to believe that young and inexperienced firms in Brazil should possess a more accurate knowledge of conditions throughout the country there than the old and recognized leading firms who have had from fifty to sixty years' experience in the same business, and whose forecasts concerning the crops have proved exceptionally correct when figuring on crop yields six months before the season actually commences.

"Our estimates on the next Rio and Santos crop (based on information from firms quoted in connection with our estimates on the present crop) are 7,000,000 bags as a minimum, but with the possibility of 7,500,000 to 7,750,000 bags ultimately. In view of the enormous increase in the acreage of coffee plantations in the State of Sao Paulo, a crop in Santos of say 3,500,000 bags must be looked upon as not merely a small crop, but, in fact, almost amounting to crop failure, and an out-turn of 4,000,000 bags must be regarded as moderate under unfavorable circumstances.

"During the past ten years the run of the Rio crops has been irregular, and so much so as to render it very difficult to make predictions which will serve as a good guide. The Rio Commissarios in their estimate given out December 1st, 1896, put the next Rio crop at 2,500,000 bags minimum for export, to which they add whatever may be left over in the interior of the present crop, as well as that coffee which grows from the December-January flowerings, usually termee Cafe das Aguas. An estimate in terms like these is very elastic, which is only too apparent. Estimates on the next crop given out by other firms in Rio are between 3,000,000 and 3,500,000 bags, which seem to be, to say the least, reasonable. From this time of the year and onward, no damage has ever been known to occur to the growing crop. Unfavorable weather occurring from February forward, and particularly drought, would affect the trees themselves, in respect to the following crop (in this case the 1898-1899 season), but such remote contingencies as these have no bearing upon serious commercial discussions affecting the current and the next crops.

"The out-turn of the outside crops, apart from Rio and Santos (in which are included the crops produced in Espirito Santo, Victoria, Bahia and Ceara), cannot be gauged with absolute certainty until the crops are fully invested. The average out-turn of the outside crops for the past three years has been, say, 5,422,000 bags, as demonstrated in our circular of July 8th, 1896. For the current season, the Central American crops as well as those in Victoria and Bahia, are known to be giving very satisfactory results, and, therefore, the ultimate out-turn is not likely to be less than the average we refer to, but in all probability more; and if, therefore, we offset the doubt of an additional 500,000 bags on the mild crops, with the probable half million beyond our minimum estimate on the current Rio and Santos crops, the total production for the 1896-1897 season is not likely to be less than 14,000,000 bags, or practically the same figures as adopted in our two previous circulars.

"We think, in view of the deliveries so far, that the output for trade purposes for the crop season may be about 500,000 bags more than the generally accepted consumption total of 11,000,000 bags, but if so, the coffee world will still witness an increase in the world's supplies of, say, 2,500,000 bags, as a surplus in one single crop season, bringing the visible supply for the world on the first of July next up to about 5,000,000 bags.

"In the present month of January the

EDUCATE YOUR CUSTOMERS
TO USE PURE GOODS

IT Will Pay You.
Will Pay Your Customers.
Will Increase Your Business.

The Grocer who pushes cheap goods is hardly ever successful.

OUR "PURE GOLD" BRAND *of Flavoring Extracts is guaranteed of finest quality and true in flavor.*

ONE 25-CENT BOTTLE WILL GO FARTHER THAN HALF A DOZEN OF THE ORDINARY 10-CENT BOTTLES.

Vanilla beans have advanced 50 per cent. during the past few months. We may have to advance prices before long. In the meantime we will be pleased to have your orders through our agents or by mail, at our regular prices.

PURE GOLD MFG. CO., 31 AND 33 Front St. E., Toronto

deliveries in this country have been unusually heavy, due, no doubt, to the reduced prices of roasted coffee. Some of the trade do not consider the decline in the roasted article as a natural one, but due to other influences, notwithstanding it is a fact that this decline is simply in proportion to the reduced value of green coffee, that one must follow the other, and consequently the demand for roasted is likely to be less urgent for that same reason. Heavy deliveries in the past do not constitute a good argument for better prices to follow, and it has been frequently proven that circumstances like this have been much distorted by speculators to make a favorable point of it, but we entertain the reverse view and consider that heavy deliveries at one period will be compensated in a natural way by smaller ones."

JAPS LOOKING FOR FOREIGN BUSINESS.

The merchants and manufacturers of Japan are going in for the export trade in a thoroughly practical manner. The objects of their Foreign Trades Association may give some hints to Sir Richard Cartwright, who is looking for pointers. The following is a list of committees and their objects :

1. To report facts important to exporters.
2. To secure increased facilities.
3. To prevent the exportation of spurious products.
4. To secure Government encouragement for the export trade.
5. For the education of able men for the export trade.
6. To encourage intimacy between producers and exporters.
7. To encourage the development of industries for export.
8. To examine the commercial conditions and requirements of foreign markets.

DRIED FRUITS IN THE STATES.

FROM all accounts the United States is at present the cheapest market for dried fruits, but more particularly raisins. The results of the past few months covering the period of shipments seems to have been most unsatisfactory to sellers of foreign raisins, whereas they had been led to believe that a market for all they could spare from the supplying of European demands could be found here. As the result proves, they were mistaken and the market is depressed under efforts to sell.

The California crop turned out to be much larger than, according to the early reports, was expected, and in consequence the market for weeks past has been in a demoralized condition so far as layers and clusters were concerned.

There has been and still continues to be a good demand for loose raisins. However, that demand has been checked to some extent by the general business depression. All kinds of foreign raisins have shown a downward tendency, and present prices, it is reported, are about the lowest that have been made here for several years past. At the same time reports from the primary markets indicate that stocks are light, and that prices are strong and advancing. For the season to date the receipts of Valencia raisins have amounted to about 210,000 boxes, as compared with 140,000 boxes for the same period in 1896. Of Malaga raisins, we have received so far this season 55,000 boxes, against 22,000 boxes for the corresponding period last year.

This increase in the importations of foreign fruit is attributed to the reports sent out early in the season that the California crop would fall far short of supplying the demand. As the result shows California had an ample, though not large, crop, and the sellers of California raisins have had to meet an excessive competition from abroad, it is claimed, because of the misleading reports as to the extent of the crop sent out from California at the beginning of the season. With large supplies on hand and with a dull market holders of foreign raisins seem anxious to sell.—N. Y. Journal of Commerce.

A LARGE TEA SALE.

Messrs. Kearney Bros., of Montreal, sold on the 1st day of March, 1895, to Leclaire & Letellier, of Quebec, 62;601½ pounds of teas for the sum of $10,016.24. Upon action being taken for the recovery of a balance of $1,829.25 upon an invoice, the defendant contended that instead of the sale being made at 16c. per lb., the same was made at the prices marked on the different samples of the teas furnished. Plaintiff, immediately after the sale to Messrs. Leclaire & Letellier, sent invoices showing that the sale had been made at 16c. per lb., and then drew upon them for the amount of $10,016.24. Defendants accepted three drafts on account, but refused to accept the last one, contending that the prices, instead of being 16c. all round, were 10, 12, 13, 14, 16, 20 and 22c. per lb. The Superior Court held that as the defendants had received the invoice at the uniform price of 16c., before any tea was delivered to them, and as they did not object to this price, and that as the invoice had been retained by them from February to August without any objection, that this invoice should be considered as stating the conditions of sale and the price, and condemned defendants to pay the balance of $1,829.25. This judgment was reversed by the Court of Queen's Bench, but the Supreme Court has now reversed the judgment of the latter court, confirming the judgment rendered by Mr. Justice Andrews in the Superior Court, with costs against defendants.

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !
Skilfully Blended ! !
Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

"Victoria" Brand

IS OUR REGISTERED TRADE MARK FOR

. . . Teas

We invite the trade to give a trial to our

"VICTORIA" JAPAN TEA In 5, 10, 20, 40 and 80-lb. boxes. Our

"VICTORIA" CEYLON In ½-lb. packages is unsurpassed in quality, for price it is sold at.

We have BARGAINS in LOOSE MUSCATEL RAISINS SPAIN AND CALIFORNIA FRUIT

WRITE FOR QUOTATIONS.

LAPORTE, MARTIN & CIE. ...Wholesale... Grocers Montreal

INDIA

In **1830** the Tea plant was first discovered in India by Capt. Charlton, though Major R. Bruce is said to have first found the plant some years previous.

Now

Everybody
Drinks
India Teas

The Teas of... **INDIA and CEYLON** are the best in the world

CEYLON

30 years ago Ceylon Teas were unknown as a commercial factor.

Now

You can't do a profitable business without them.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

CLEMES BROS. received a carload of "Date Palm" California navel oranges on Tuesday and two carloads more are on the way. The quality of this fruit is excellent and declared to be superior to anything that has been received on the Toronto market since the Florida freeze.

The Davidson & Hay, Ltd., are showing some fine "Extra First" Young Hysons, just arriving.

Buchanan's Glasgow marmalades, new season fruit, packed in glass and tin, are in stock with Robert Greig & Co.

The Davidson & Hay, Ltd., are in receipt of a shipment of "Neptune" currants in half-cases.

Robert Greig & Co. have constantly on hand a full range of Bryant & May's safety matches, wax vestas and tapers.

The Silver Dust Mfg. Co. write that they already notice a movement in their goods in anticipation of spring house-cleaning.

Gunn Bros. & Co. report that their consignments of new laid eggs and butter are larger than usual for this time of year.

W. H. Gillard & Co. have still a limited number of show cases for grocers' use, which they are offering at a low figure.

There is good demand just now for jams, jellies, and marmalade, and T. A. Lytle & Co. report that they are getting their share of the trade.

W. H. Gillard & Co.'s travelers are taking orders fast for Young & Smylie's new line of triple-tube cent licorice. This is a taker with the consumer.

W. H. Gillard & Co. advise having made extensive purchases in Japans and Young Hysons, which are offered to the trade at a price based on purchases made at a low point of the market.

The Canadian Cocoanut Co. are putting up a neat and attractive 5-lb. package. It is a tin canister, nicely decorated, with a glass front showing the "White Moss." They have quite a few orders booked for them, and, as they make attractive shelf goods, should take well.

CIRCLE TEA.

This tea, which has jumped into such prominence during the past few weeks, certainly deserves all the praise it is receiving from the leading retail trade. The quality is most excellent, as we can safely say, having tried it ourselves. The label is a striking one, both tea and packing being quite original. Full instructions for opening the can are given on a neatly printed card placed on the top of the packet, thus ensuring to the housekeeper a very useful container after the tea has been taken out. The "Circle" tea packet is air-tight and odorless. No tea should be kept open in bulk, as the leaves give out their flavor and aroma, often receiving in exchange more than they give out in the way of odors of soap, fish, cheese, etc. The cases contain 60 lbs. net; 3-bar is put up in pounds only, the higher grades, 4 and 5-bar, in pounds and halves.

HE MADE A GOOD PRESIDENT.

THE retirement of Robert Bickerdike from the presidency of the Montreal Board of Trade is very much regretted by all the members. He has been one of the best men who has ever occupied that position. He could have easily been re-elected by acclamation, for there was a very strong feeling among the members that he should take office for a second term. Mr. Bickerdike, however, had announced at the time of his election last year that he thought the honor should go round, and that one man should not hold the position for more than a year. It is greatly to his credit that, notwithstanding the strong pressure brought to bear by his friends, he refused to take office for another term, much as he would have liked to.

He has been an ideal president, not because he was a man with numerous new schemes or fads to carry out, but because of his strong personal influence in political and municipal affairs he was able to bring the regular work of the board to a successful conclusion. Important questions which came before the board could not have been as well handled with a president possessing less personal power. This factor is worth considering when selecting any business man for this office. A man who has no personal weight, tact and ability will not have the strength to carry through important matters, even when supported by the moral influence of much more prominent members.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

The Davidson & Hay Ltd. have a complete stock of fish on hand and merchants ordering for their Lent trade will find their prices right.

The Davidson & Hay Ltd. report large sales of "Kurma" tea during the past 30 days, showing a large increase over the corresponding period of last year.

This is a copy of a letter sent the F. F. Dalley Co., Ltd., by A. Waddell & Co: "Dear Sirs,—Please send to us as soon as possible one gross of your English Army blacking. I am pleased to say that during my 40 years' experience in the grocery business, in this and in the Old Country, I have never used nor sold a blacking that gave better satisfaction. For a quick and lasting polish it is unsurpassed."

These are new officers of the Toronto Retail Grocers' Association: President, W. F. Daniel; vice-president, G. B. Curran; 2nd vice-president, T. Holman; secretary, Jerry Burns; treasurer, J. Mortimer; chaplain, T. Wilson, marshall, S. H. Clifford.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

Feathers! We Buy Them
All grades; Goose, Hen, Duck and Turkey; give the highest market price
AND PAY CASH
General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.
ALASKA FEATHER & DOWN CO.
290 Guy St., Montreal.

For . . . . .
10 cents
We will mail you a valuable little book on
BUYING SELLING AND HANDLING OF TEA
This is a complete and useful work, which every grocer should have in his possession.
The MacLean Publishing Co.
26 Front St. West, Toronto.

A CORNER IN CLOVES.

THE position of cloves just now is an exceedingly interesting one, and though the individual transactions of grocers may be, compared with their dealings in other produce, rather limited, the aggregate business done by them therein is of a sufficiently large bulk to make a movement one way or the other worthy of attention. Moreover, it is in small things that the balance of profit or loss is oftentimes struck. The Nitrate King, now no more troubled by "slumps" or upward dashes, did not confine himself in later years to South America or the Stock Exchange, but dabbled in every article that could be bought or sold largely with a view to increasing his goodly store. One department of Mincing Lane struck him as ripe for a corner. Spices had long been depressed. He conceived the idea of moving them out of the rut, and began with cloves. A syndicate was formed to buy up stocks, and in ordinary cases it might have succeeded by its strength. But this was not an ordinary case. For years cloves have been over-produced, bounteous nature and the inexpensive character of the labor required to cultivate the trees (being entirely slave labor) have combined to make the stambas, or plantations, a continual source of profit to their owners without trouble or expense, and the market has been so flooded that prices have gone down lower by comparison than even kindred depressed articles of consumption. For there is a very clearly defined limit to the use of the clove. If butter or cheese or other articles of the food of the people get low, consumption is stimulated and the glut gets removed. But people will not rush on to cloves, however cheap they may be, and production, having a long lead on consumption, has resulted in ever-increasing stocks. The syndicate did not last long, as the inopportuneness of its appearance was rapidly made evident by an even greater output than before, sales in Zanzibar amounting during the season of 1895-6 to 20,723,565 lbs. against 14,006,615 lbs., an increase of 6,716,950 lbs. over those of 1894-5. On the collapse of this syndicate it was concluded that "bulls on cloves" would not easily be found again, as the stocks in Europe were large and production showed no sign of diminution, and only recently, when the rumor went round the market that the old game was to be played once more, the old heads laughed and talked about burnt fingers. But from some statistics just received from Zanzibar, together with an analysis of the situation which we have made from the antecedent and existing circumstances, it would appear that those gentlemen who in September were reported to be buying heavily in London were actuated by a knowledge of the potentialities not generally possessed here; and if they are holding and can still hold, they may make some money yet. The position is not too clear, even on the spot, as the Government officials, the merchants, and the Custom authorities are at variance as to the reasons for the complete change which appears to have come over the situation. But that a change has come is as clear as the sun is said to be at noonday. The season of picking begins in September and ends in March. The first two months are generally very heavy ones, as stamba proprietors are hastening to rake in the money for which they have so long been waiting. Therefore, it is startling to find that during September and October this season only 960,995 lbs. were brought to market from Pemba and Zanzibar combined, being a decrease to the enormous amount of 3,303,300 lbs. as compared with the corresponding two months of last season. The season was undoubtedly late, and the heavy rains interfered to some extent with the bringing to market of those picked; but though General Sir Lloyd Matthews, who has an intimate knowledge of the subject, puts these causes down as the sole reasons for the decline in the marketings, the collector of Customs at Zanzibar gives it as his opinion that 25 per cent. of the crop has been lost through scarcity of labor, many hundreds of pounds rotting on the ground, while others have been allowed to wither on the trees for want of attention. A merchant on the spot also gives it as his opinion that the enormous falling off cannot be accounted for by lateness of the season alone, nor does he think that the reason is to be found in the cuteness of proprietors of plantations holding for a rise, as it is well known they are in desperate straits for money at the opening of the season; therefore, it is necessary to look elsewhere for a cause. Slavery still exists in Pemba and Zanzibar—that is to say, old slaves remain; but, owing to the passing of the slavery law, no new ones can be imported, and as the old ones die off, or are manumitted, their places can only be filled by paid labor. As the price of cloves at Zanzibar, which averaged Rs. 4¾ in 1895, fell to Rs. 3¾ per frazil in 1896, there was not much encouragement to planters to put paid labor on their stambas, and the freed slaves who have been given land whereon to work have shown themselves disinclined to do more than they are compelled, so that they make no addition to the available supply. The want of attention which the plantations have thus received has probably seriously affected the trees themselves, as well as causing a loss of a certain quantity, and though it would be idle, from the results of simply two months' receipts out of six, to gauge the whole season, it is not unreasonable to suppose that the total output will show a decrease when March has arrived. The bombardment of Zanzibar caused a slight dislocation of the trade, but as the usurper was so swiftly wiped off the face of the earth, together with the palace which sheltered him, and the zealots who surrounded him, a week encompassed the whole of the trouble. The bubonic plague at Bombay has had a more appreciable effect, trade being paralysed there by the outbreak; but the cessation of shipments thither will only cause the demand to be greater later on, when things settle down once more. An ordinary decrease would not be felt much. We could meet that from large English stocks. But if the extraordinary rate of decrease we have noted be maintained throughout the season a rise must come, even though it be small. The present year is expected to show an improvement from the recent bed-rock prices of many articles of commerce, and, considering that a 25 per cent. decrease in values showed itself last season over its predecessors, it is not at all improbable that cloves will this year show a better return to producers. The corner in cloves may, therefore, be a reality after all.—The Grocers' Journal.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

E. HOULE, grocer, Montreal, is offering to compromise at 25c. on the dollar, cash.

M. Quirk, groceries and liquors, Halifax, has assigned.

T. S. Baker, grocer, Warkworth, is offering to compromise.

Fannie Malzard, general merchant, Arichat, has assigned.

G. J. Wanless, grocer, Sarnia, has assigned to M. A. Sanders.

T. M. Tobias, general merchant, Morden, Man., has assigned.

J. D. Desmarais, general merchant, Asbestos, Que., has assigned.

S. S. Potter, canned goods, Belleville, has assigned to G. F. Hope.

E. P. Withycombe, groceries and fruits, Middleton, N.S., has assigned.

Thos. Lusted & Son, general merchants, Stonewall, Man., have assigned.

James Curry, groceries and sewing machines, Amherst, N.S., has assigned.

B. Lauzon, general merchant, St. David, has compromised at 40c. on the dollar.

Hilborn Bros., general merchants, Baden and Haysville, are asking an extension.

M. Thibaudeau, wholesale and retail grocer, Quebec, has effected a composition with his creditors.

S. W. Croft, general merchant, Broad Cove, N.S., is offering to compromise at 25c. on the dollar.

Mrs. M. A. Gillies, general merchant, Sydney, N. S., is offering to compromise at 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Castellain & Co., wholesale liquors, Regina, have dissolved.

A. E. Fish and Robert W. McNeill have registered a partnership to carry on business in Ayer's Flats, Que., under the style of Fish & McNeill.

A co-partnership has been registered in Westville, N.S., by F. G. Konig and Daniel McQuaig to carry on business as general merchants under the style of Konig & McQuaig.

SALES MADE AND PENDING.

The assets of S. Charron & Co., grocers, Montreal, have been sold.

The assets of W. R. Botsford, grocer, Brockville, are to be sold by tender.

W. Laughton, general merchant, Bothwell, is advertising business for sale.

The assets of Gabriel Lachance, grocer, Quebec, are to be sold on the 1st prox.

The stock of T. H. Mallette & Co., grocers, Montreal, has been sold at 50c. on the dollar.

The stock of Crawford, Lynch & Co., general merchants, Orillia, was sold at 65c. on the dollar.

The stock of Munro & Co., grocers, Toronto, was bought by James Adams at 45c. on the dollar.

The stock of T. C. Howard & Co., general merchants, Sutton West, is to be sold by auction on 10th inst.

CHANGES.

St. G. Price, grocer, Goderich, has sold out to O. C. Whitely.

Thomas Brady, groceries, flour and feed, Peterboro, has sold out.

John Barry & Son, groceries, Meaford, have sold out to J. Barry.

The Sharpe Tea Co., Simcoe, has been succeeded by W. J. Crombie.

Elizabeth J. Brown, general merchant, Hanover, has removed to Chesley.

T. W. Trotter, general merchant, Webbwood, has sold out to T. W. White.

John Williams, general merchant, Camborne, has been succeeded by W. Hipwell.

Wurtele, Parker & Larmouth is the style of a new firm of wholesale grocers in Ottawa.

Ernewein Bros., general merchant, Greenock, have been succeeded by F. H. Elliott.

C. W. Ross & Co., general merchants, Harbor Grace, Newfoundland, are out of business.

W. Esau & Co., general merchants, Altona, Man., have been succeeded by Bergen & Giesbrecht.

Croil & McCullough, butter, etc., Montreal, have been succeeded by the Croil & McCullough Dairy Co., Ltd.

M. Masuret & Co. (M. Masuret only), wholesale grocers, London, Ont., have been succeeded by Mr. Masuret's sons; style unchanged.

FIRES

E. P. Brophy, grocer, Montreal, has had his stock damaged by smoke; insured.

These merchants in Delta, Ont., have been burned out: Walter Beatty, general merchant, Delta; partially insured. W. Birch, grocer; no insurance. Omer Brown, general merchant; partially insured. D. E. Brown; no insurance. E. A. Pierce, tinware, etc.; no insurance. W. R. Singleton, hardware, etc.; partially insured. R. J. Whaley, drugs; partially insured.

DEATHS.

Mrs. J. A. Pelletier, general merchant, Riviere Onelle, Que., is dead.

CLARK'S
Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

PAY AS YOU GO.

THIS is a good time—the eve of a universal business revival for merchants of all classes to prepare the way for the introduction of the cash system, says Mercantile Journal.

It cannot be done all at once—all economic reforms are evolutions, not creations, but a beginning can be made by limiting credits and making them dependent upon prompt payment at specified periods.

Prompt payment is the parent of cash payment; and limited credit is not materielly different from no credit. The one soon merges into the other.

Prospects are that the people will soon have full employment at good wages, when they will have no reasonable excuse for running bills. It is greatly to their interest to pay as they go.

The past three or four years has been very trying on retailers, especially grocers, who have found it impossible to collect outstanding bills for goods for which they had to pay cash. This severe experience should admonish them to be more cautious in the future.

The cash system does not benefit the dealer so much as the consumer. The latter gets his goods cheaper, because they can be sold cheaper. It enables the dealer to go into the open market and buy to the best advantage, often making an extra profit. This he shares with his customers.

Somebody must pay bad bills. The dealer cannot lose them. It would break him up. It is done indirectly, by increasing the price of his goods. There would be no necessity for this if the cash system prevailed.

As a matter of economy consumers should study this matter for themselves. If they will do so they will find that they can make a fair profit by paying as they go.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
1-4 lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
1-4 lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

Smoked Hams
Smoked Rolls
Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers

TORONTO

THOMAS DOHERTY & CO.

: : Importers of : :

TEAS and COFFEES

134 McGILL STREET, Corner ST. PAUL.
Dominion Buildings.
MONTREAL.

GROCERS....

Has it ever occurred to you that we are the largest manufacturers of Shoe Dressings, Inks and Shoe Blackings in Canada? Write for our Price List.

BERLIN, ONT.

A Chance for Grocers...

For sale—Two stationary coffee mills, large size, one driven by motor power; several butter refrigerators, two "Taylor" fire and burglar-proof safes, a number of scales of different sizes, show tables, marble tables and counters and all kinds of grocers' fittings and fixtures. Apply at

154 King St., East, TORONTO

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks Etc

MONTREAL.

Salt

SALT For Butter
SALT For Cheese
SALT For Table

And every other purpose.

VERRET, STEWART & CO.
Montreal - - Quebec.

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

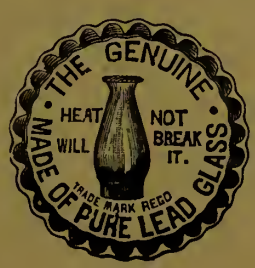
Wholesale Importers . . . . . 14 and 16 Mincing Lane

TORONTO

THE "GENUINE"

is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass.

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

GOWANS, KENT & CO., - TORONTO

HERE THEY ARE!

They have always been favorites and always will be.

Keen's Mustard

Keen's . . .

Oxford Blue

Robinson's Patent Barley

Robinson's Patent Groats

Canadian Agents — **F. MAGOR & CO., MONTREAL.**

CURRENT MARKET QUOTATIONS

Toronto, Feb. 4, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
½ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 lb. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 nz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
10 cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz'), 2 doz. cases, round.....	1 80
1 lb., 2 dnz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 10
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases $0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

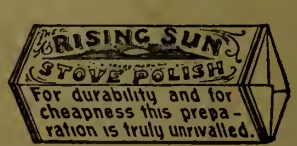
	per doz
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15

Each bnx contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.

Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5 00

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 nz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed.....	0 07
Warblers Bird Seed	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed	0 04½
London Bird Seed, bulk 25 lb. cases..	0 05
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

CORN BROOMS

CHAS. BOECKH & SONS.

	per doz. net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

Starch is Starch

EDWARDSBURG STARCH CO.
Cardinal,
Ont.

But some of it is hardly worth calling starch. Flour or chalk might just as well be used in many cases, and produce as good results as many so-called "Starches."

When a thoroughly reliable article is desired avoid risk by getting what you know to be first-class and absolutely pure. You can't improve on

EDWARDSBURG STARCH.

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS. per doz.

Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 70	1 90
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 50	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 60	0 75
" Sifted select	0 80	0 95
" Extra sifted	1 15	1 30
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 40	2 50
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 70	0 75
Lobster, talls	2 20	2 40
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 45
" flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " ⅛s	0 10½	0 11
" " " " ½s	0 18½	0 19
Sardines, other brands 9¾	0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kippered Herring, 1-lb.	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " 14 "	7 75	8 25
" " " "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef.
No. 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz
2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1½ lb.	7 00	7 20
" " 2 lb.	8 50	8 80
" " 2½ lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" " 2 lb.	6 50	6 80
Chipped Beef, ¼ lb.	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb.	70	75
Potted Meats, Tongue or Ham ½ lb.	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb.	70	75
Potted Deviled Ham or Tongue, ½ lb.	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	....
liced Gold Band Bacon	3 00	...

Codfish. per doz.

Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb.
French, ¼'s—6 and 12 lbs.	0 30
Caraccas, ¼'s—6 and 12 lbs.	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ½'s—6 and 12 lbs.	0 26
Diamond, ¼'s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb boxs	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb.	$ 0 34	$ 0 36
Triple Vanilla—		
White " "	0 73	0 83
Unsweetened—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. boxes "	0 19	0 20

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH **SEEDS** for 1897

Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Salt
Salt
Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . . .

TORONTO SALT WORKS

TORONTO, ONT.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

Send your orders to

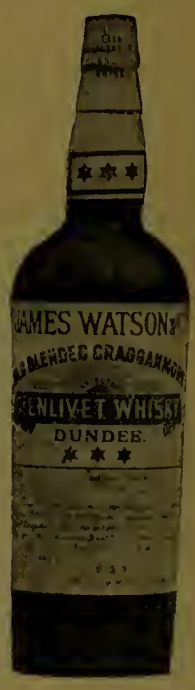
THE COWAN CO., Ltd.

470 King St. East, Toronto

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co. HALIFAX, N.S. ESTABLISHED 1844. IS THE BEST.

ASK FOR

MOTT'S



Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.

(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	per do z
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.
Terms, 3 p.c., off 30 days.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	0 20	0 22
Improved Shredded, "	0 18	0 20
Beaver " "	0 16	0 18
Macaroon " "	0 16	0 18
Desiccated "	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb.
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend	0 34
Our Own "	0 32
Jersey "	0 30
Laguaya "	0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crushed East India	0 20

EXTRACTS.

	per doz.
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

Our Javas and Corduroy

Biscuits are prime favorites and just the kind for this time of the year. We have this week put out another new Biscuit that for price and quality is a "Cracker." We call it "CUBANS." It meets the demand for a cheap line. It will pay you to watch this space every week. Maple Syrup is beginning to sell.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST - - TORONTO. S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles....gross	12 00
Ketchup, Screw Top.... "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz	6 00
Milk Granules with Cereals, in cases, 4 doz	5 ℓ

FRUITS.

	foreign.	per lb.
Currants—Provincials, bbls	0 04¼	0 04¼
" ½ bbls	0 04½	0 04½
" Filiatras, bbls	0 04¼	0 04½
" ½ bbls	0 04¼	0 04½
" Patras, bbls	0 05	0 05⅛
" ½ bbls	0 05	0 05⅛
" cases	0 05	0 05½
" Vostizzas, cases	0 07	0 06½
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 06½	0 06¾
Figs—Eleme, 10 oz	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 16
" taps	0 03¾	0 04½
" natural, boxes	....	0 07
" ditto, bags	....	0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia, off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07¼	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½	0 08½
	Malaga	per box.
" London Layers	1 60	1 80
" Black Baskets	2 20	2 65
" Blue Baskets	2 25	3 50
" Choice Clusters	2 25	2 75
" Dehesa Clusters	3 50	4 00
" Non Plus Ultra	....	6 00
" Imperial Bunches	5 75	6 00
" " Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb	0 02½ 0 03
" evaporated	0 03 0 04

FOOD.

	per brl.
Split Peas	3 25 $3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	.... 2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot	1 20
Crystalized Fruit, flavored	1 65
Acidulated	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

Cut Nails—From Toronto— 50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 70
3 dy C P	3 90
Horse Nails— Canadian, dis. 50 per cent.	
Horse Shoes— From Toronto, per keg	3 60
Screws—Wood— Flat-head iron, 80, 10 and 10 p. c. dis.	
Round-head iron, 75, 10 and 10 p. c. dis.	
Flat-head brass, 77½, 10 and 10 p. c. dis.	
Round-head brass, 72½, 10 and 10 p.c. dis.	
Window Glass. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under)	1 35
Rope—Manilla	0 09 0 09½
Sisal	0 06¾ 0 07¼
Axes—Per box	5 25 9 00
Shot—Canadian, dis, 17½ per cent.	
Hinges— Heavy T and strap	0 04¾ 0 05
Screw, hook aud strap	0 03¾ 0 04
White Lead—Pure Association guarantee, ground in oil.	per 100 lbs.
25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02
Turpentine— Selected packages, per gal.	0 40 0 41
2c, extra outside points.	
Linseed Oil— Raw, per gal	0 44 0 45
Boiled, "	0 47 0 48
2c. extra outside points.	
Glue—Common per lb	0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " " 1 55	1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8
Banagher	9 50	10 00
" in wood, per gal.	4 25	5 25
Geo. Sayer & Co. Cognac—		
1 Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch		4 40
Special old Scotch		5 00

MUSTARD.

COLMAN'S OR KEEN'S.

	per lb
Square Tins—	
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.	
Pony size	$7 50	Beer Mug	16 20
Small (Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 00
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03⅜	0 03¾
Patna	....	0 04¾
Japan	....	0 05
Imperial Seeta	....	0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07¼
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINGSFORD'S OSWEGO STARCH

SILVER GLOSS	40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate.	0 08 0 08½
PURE	16-lb. boxes	0 07
OSWEGO CORN STARCH	40-lb. boxes, 1-lb. packages	0 07½

For puddings, custards, etc.

ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs	0 05¼
Bbls., 175 lbs	0 04¾
Kegs, 100 lbs	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs	0 06½

SUGAR.

	per lb.
Granulated	0 04 0 4 10
Paris Lump, bbls. and 100-lb. boxes	0 05¾ 0 05½
" in 50 lb. boxes	0 05½ 0 05⅝
Extra Ground, bbls. Icing	0 (5⅜ 0 05½
Powdered, bbls	0 05 0 05¼
Very bright refined	0 03⅝ 0 03¾
Bright Yellow	0 03⅜ 0 03½
Dark Yellow	3 30 0 35
Demerara	3 50 0 00

COCOANUT?

Yes,

It's all right!

SCHEPP'S

Improved Shredded and Edelweiss Brand Thin Strip have no equal.

They are the Standard goods with first-class trade. . . . . .

Factory, 6 and 8 Bay St. TORONTO

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

HELLO!!! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	....	1 00
" 3 gal. pails.....	1 35	1 40
MOLASSES.		
Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

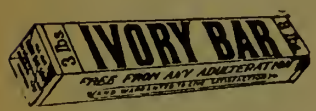
SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot.....	4 20
Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 120 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brauds of soap furnished on application.

TEAS.

BLACK.

Congou—	per lb.	per lb.
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25
CEYLON.		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35
CHINA OREENS.		
unpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordirary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14
Young Hyson— PINO SUEYS.		
Half Chests, firsts.....	0 28	0 32
" seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Chests— JAPAN.		
Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11
LIPTON S TEAS.		
No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON.	per lb.
Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....	0 22
Green Label " 40c.....	0 28
Red Label " 50c.....	0 35
Orange Label, retail at 60c.	0 42
Gold Label, " 80c.	0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—

Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5 lb. bx	0 38
I. O. F., 1-10, 5 lb. box	0 28½
Sohmer, 1-10, 5 lb. box	0 32½
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco. all sizes.....	0 60
Crown Cut Plug Mixture, ½ lb. tin	0 50
" " " 1 lb. tin	0 47

Cigarettes—	per 1,000
Sonadora Havana...	$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tobacco)	3 50

Plug tobaccos (sweet chewing)—		
Navy, in caddies.....	....	0 35
Navy, plug mark.....	0 33	35
Honey, boxes and caddies	....	43
Spun roll chewing, boxes	....	55
Plug smoking (with or without tags)—		per lb
Black Crown, caddies	...	0 35
Crown Rouge smoking....	....	0 38
Leaf tobacco, in bales....	0 08	0 20

Cigars—	
La Sonadora Reina Victoria Flor Fina, 1-20....	$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Creme de la Creme Reina Victoria Extra, 1-20....	55 00
Creme de la Creme Reina Victoria Special, 1-20....	50 00
Honeymoon, Regalia Comme il Fait, 1-40	55 00
El Caza Culebras, 1-40.....	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10.....	25 00
Ditto, low grades 13 50	20 00

CIOARS—S. DAVIS & SONS, MONTREAL.

Sizes.	Per M
Madre E' Hijo, Lord Lansdowne....$60 00	
" " Panetelas	60 00
Madre E' Hijo, Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins.....	55 00
El Padre, Reina Victoria	55 00
" Reina Victoria Especial..	50 00
" Conchas de Regalia.....	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine.....	35 00
Cable, Conchas	30 00
" Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre.....	1 00
Mauricio.....	15 00

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Pails, 2 hoop, clear, No. 1....	$ 1 45
" 3 " "	1 60
" 2 " " 2....	1 40
" 3 " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger.....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross.....$	2 00
" 10 " "	1 10
" 2 Tiger, ...	5 00
" 4 " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❀ **16 oz. Bottle, $1.00.**

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW
TORONTO . . . . MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

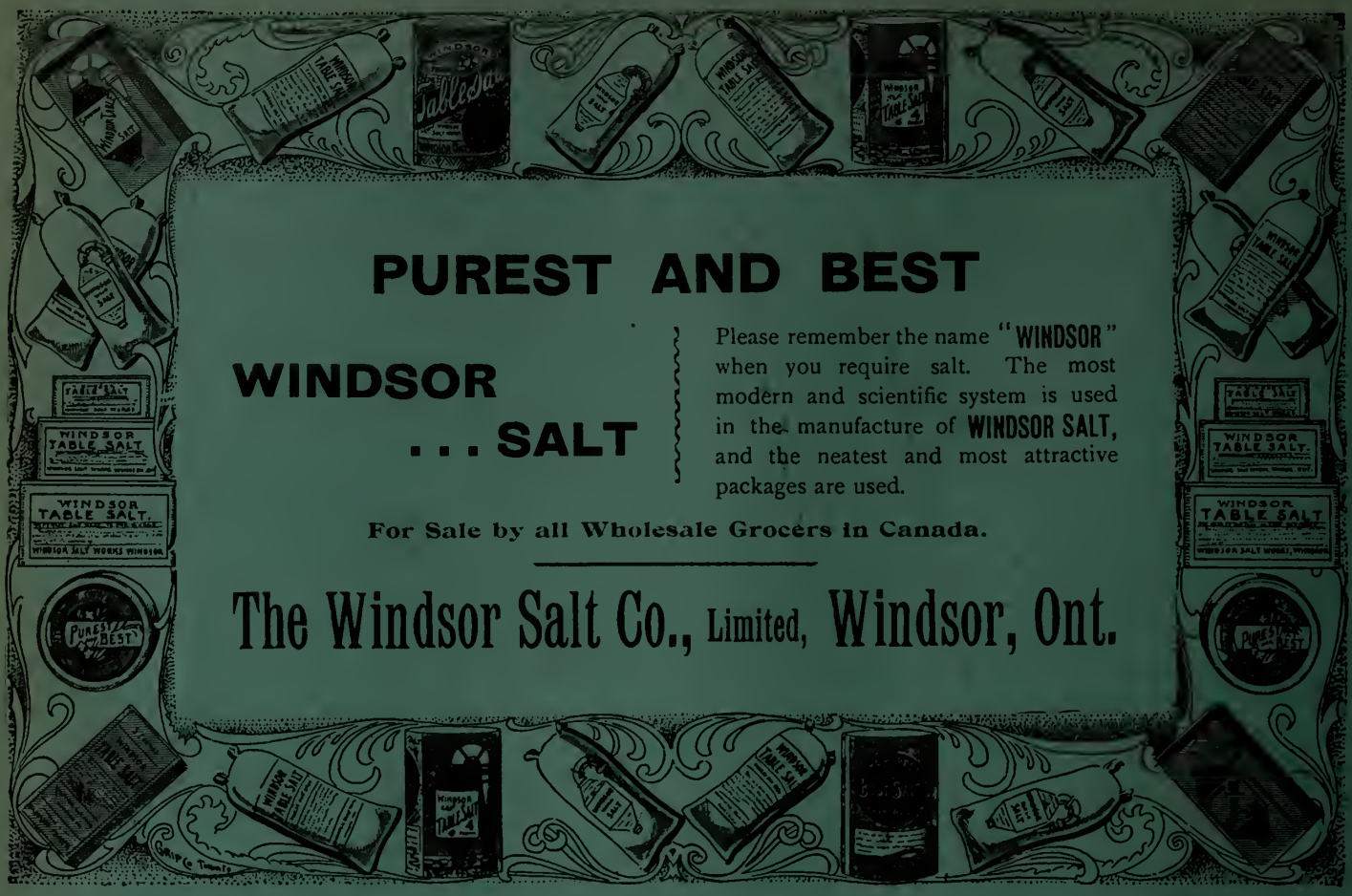
is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director. W. C. MACDONALD, Actuary.



PUREST AND BEST

WINDSOR ... SALT

Please remember the name "WINDSOR" when you require salt. The most modern and scientific system is used in the manufacture of WINDSOR SALT, and the neatest and most attractive packages are used.

For Sale by all Wholesale Grocers in Canada.

The Windsor Salt Co., Limited, Windsor, Ont.

LEA AND PERRINS'

Observe that the SIGNATURE *Lea & Perrins* Is now printed in blue ink diagonally across the OUTSIDE WRAPPER

Of every Bottle of the

ORIGINAL ... WORCESTERSHIRE **SAUCE.**

Sold Wholesale by the Proprietors, Worcester; Crosse & Blackwell, Limited, London; and Export Oilmen generally.

RETAIL EVERYWHERE.

AGENTS—J. M. Douglas & Co., and Urquhart & Co. Montreal

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street MONTREAL

Headquarters for

Stencil Brands

CORPORATE SEALS ...
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

COX'S GELATINE

Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES 36 Front St. East and 27 Wellington St. East.

THOS. O. IRVING, Superintendent.

EL PADRE NEEDLES EL PADRE NEEDLES

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, FEBRUARY 12, 1897. No. 7

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

SELL ONLY THE BEST!

In Competition with the World we have received the

HIGHEST AWARDS MADE.

These ...substantiate ...our claim that

COLMAN'S MUSTARD

IS THE BEST IN THE WORLD.

Fresh Herrings

The recognized leading Brand in all the markets of the world.

Kippered Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

MARSHALL & CO.
Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

VARSITY CIGAR 5c. THE BEST IN THE MARKET

SOUPS

Why not handle the best? Your customers will gladly pay a few cents more for a tin of soup if you can assure them that "It is the best." You can safely say this of

Armour's White Label Brand

H. P. ECKARDT & CO.

TORONTO

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

COOK'S FRIEND BAKING POWDER.

is Honest Goods and just the Thing on Which to make or Extend a Business.

The Best Grocers Make a point of Keeping it always in Stock.

DON'T FORGET

That in selling Silver Dust Washing Powder you

MAKE MORE MONEY

than by selling any other. It gives the greatest satisfaction. Don't wait for the spring rush. Order now.

The Silver Dust Mfg. Co.

Hamilton, Ont.

Something New....

BLACK BIRD
SILVER BIRD
..TEAS

Are packed in handsome 1-lb. Tins, 50 in case. Quickest seller you ever saw. Every person who sees them buys a tin. Write for a case.

T. B. Escott & Co. Wholesale Grocers **London**

Standard Goods THE Best to Handle

FOR PURITY

This brand is always reliable.

BI-CARBONATE OF SODA
TRADE
MARK.
THE UNITED ALKALI CO.

FOR STRENGTH

Highest test $98\frac{50}{100}$ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

Lazenby's Jelly Tablets

These are **ABSOLUTELY PURE** and made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality made.

FLAVORS

LEMON,	PUNCH,	VANILLA,	CALVES' FOOT,
ORANGE,	COGNAC,	CHAMPAGNE,	STRAWBERRY,
CHERRY,	RASPBERRY,	MADEIRA,	PINE APPLE.

BOXES CONTAIN: 2-doz. ½-pint, 1-doz. pint, or 1-doz. quart packets.

A RELIABLE

Castile Soap

IS

"LE LION ROUGE"

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

Do You Sell Crockery?

Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. POTTERSBURG P.O. *London, Ont.*

As Spring is now close at hand and merchants throughout the Dominion will be replenishing their stock of Shoe Blackings, why not keep the best when it is just as cheap, and will give every satisfaction to the user ?

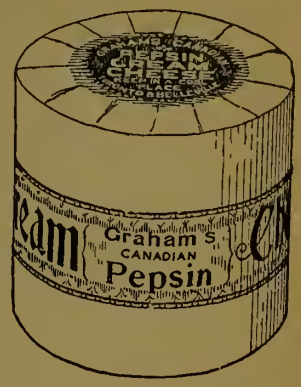
ENGLISH ARMY BLACKING

For a Quick, Lasting and Bright Polish, it is the Best in the World.

Now, that seems to be saying a good deal, but it is not one word too much, for everybody that has used this Blacking has spoken of it in the highest terms.

The F. F. Dalley Co. Ltd. - Hamilton, Can.

Pepsin Cream Cheese



Is still booming and finding favor with all our old customers, and securing many new ones. All grocers selling these goods will kindly remember they are not like canned goods, and can be left on the shelf in any kind of temperature. Any place suitable for keeping butter will do for **Graham Pepsin Cream Cheese.** Don't put it on the counter and spoil it with heat. This will spoil the goods and ruin **your** sale of **our** goods. We supply **dummies** for the counter.

R. J. GRAHAM · 519 KING STREET WEST **Toronto**

FOR THE

Whitest
Lightest
and
Sweetest
Cakes

USE

Ocean Wave Baking Powder

Manufactured by the

Hamilton Coffee and Spice Co.

HAMILTON, ONT.

WE ARE MEETING WITH GREAT SUCCESS

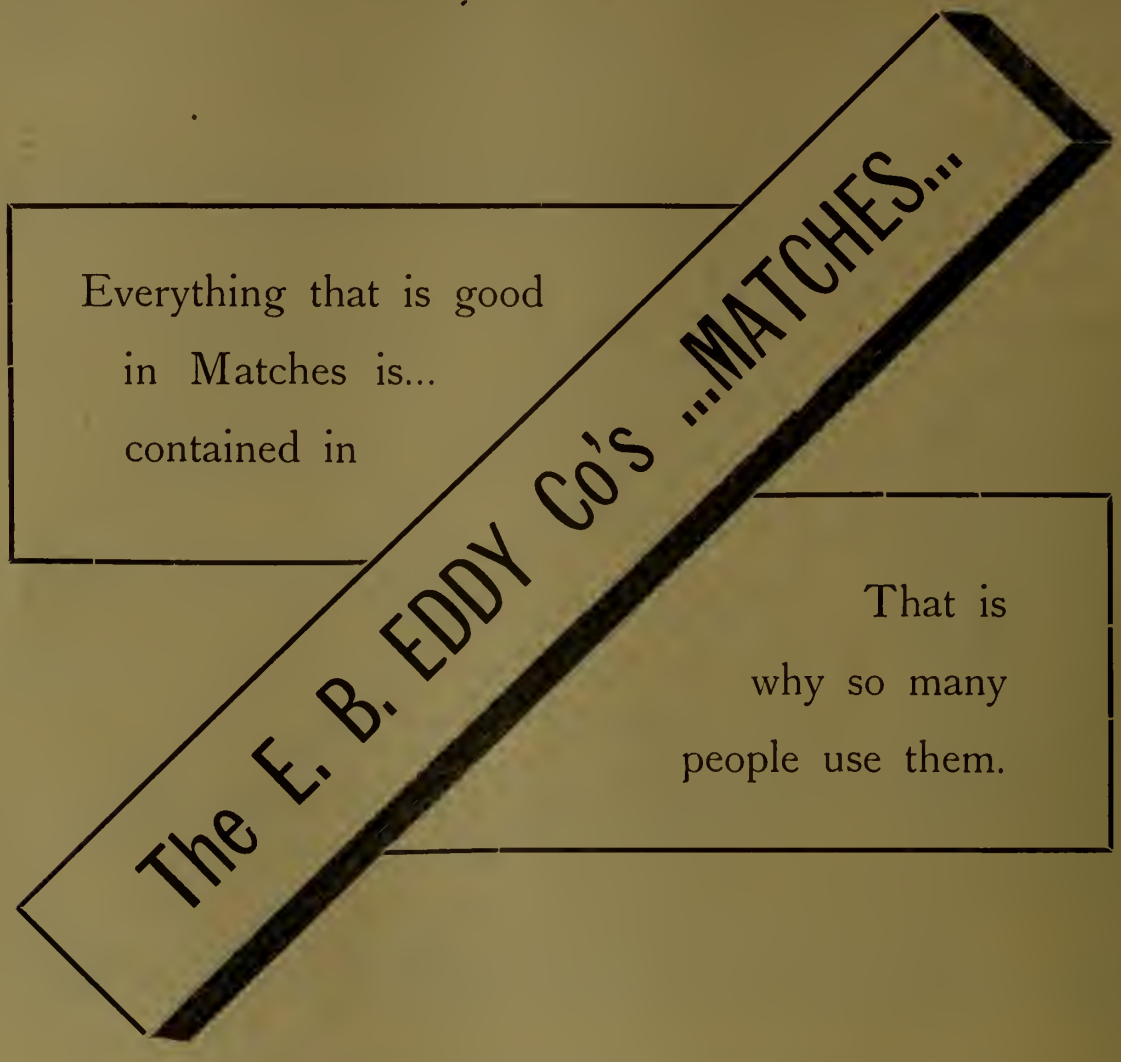
With our ¼-lb. packages **Pure Spices**

GROCERS like them. They save trouble, time, and expense. Only 2c. per lb. more than Bulk Goods.

WRITE FOR SAMPLE.

THE TORONTO COFFEE & SPICE CO. LTD.

H. H. SUYDAM. PRES. J. D. ROBERTS. VICE. PRES. J. A. WATSON. SEC.



Prices were advanced on 1st February.

The E. B. EDDY CO., Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

BROOMS

ROSE, THISTLE, PANSY

Freight paid on 5-doz. lots.

MATCHES

SOVEREIGN MATCHES

Freight paid on 5-case lots.

The H. A. NELSON & SONS CO., Ltd., Toronto and Montreal.

VERY OLD HIGHLAND WHISKY.

GOLD MEDAL CALCUTTA EXHIBITION

Cockburn & Co.

ESTABLISHED 1796. *Leith & London.*

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

GOOD MILK

at all times

"Reindeer" Brand Condensed Milk.

PROFESSOR JAMES W. ROBERTSON, Dominion Dairy Commissioner, says :

"The Truro Condensed Milk, 'Reindeer' Brand, has been analyzed by our Chemist, and found superior to the famous Swiss products."

TEAS . .

That please the consumer and make money for the seller. We have them in all growths and grades—handsome in style and draw, and bought at right prices too. The value to the retailer is unquestionable.

To be retailed at 25c. and upwards—our assortment of **JAPANS** and **YOUNG HYSONS** offers bargains for the keen buyer and judge of value. It is a pleasure at all times to submit samples for comparison and draw. The result we leave with the buyer.

W. H. GILLARD & CO.

Wholesalers Only

JOHN MOUAT, Northwest representative
. . . Winnipeg . . .

HAMILTON

"Rose Brand"

The Lard that Sells

The real value of anything—the profit, either to you or your customers—lies in the goodness it is possible to extract from it. The best value contains the greatest amount of goodness condensed—purity, or—much in little.

The first profit is only the stepping stone to confidence. Look out for the first profit.

"Rose Brand"
Hams, Bacon, Lard.

Rose Brand Lard is absolutely free from Acids to make it firm or white.

It leaves no sediment when melted because there is no sediment to leave. Whatever is fried in it won't stick to the frying pan.

It is always fresh because the demand for it keeps us making it all the time.

Packed in 1, 2, 3, 5, 10, 20 and 50 lb. packages.

The GEO. MATTHEWS CO. Ltd.
Ottawa and Peterborough.

FIT FOR THE QUEEN

Our condensed mince meat is a pure, clean and wholesome article fit for the very best tables. It pleases the most fastidious tastes just as it comes from the package, but is improved by the addition of a little cider or wine.

For mince pie, plum pudding, or fruit cake it is most delicious. Easily and quickly prepared.

J. H. WETHEY, Mfr. **ST. CATHARINES, ONT.**

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, FEBRUARY 12, 1897 ($2.00 per Year) No. 7

THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

IT is along this line of selecting the best material for the work to be done that the great stores are successfully conducted. There is often an annual "taking of stock" of all the employes as well as of the goods; and that one who has by faithfulness and cleverness earned the good opinion of the floor-walker or superintendent, or perhaps of the buyer, who is likely to be wandering casually about his department seeing how things go, will experience a change of salary for the better at the end of the year. Many stores will not retain clerks who cannot prove themselves of increasing value. Others graduate their employes every year, reducing some while promoting others.

Honesty on the part of the employes must of necessity be taken for granted to a great extent; nevertheless there is in every store a complete system of checks on dishonesty that runs from top to bottom, the buyer alone being beyond its reach. For his actions he is responsible to the firm alone, nor is there any way in which they can tell beyond some easily taken precautions whether he is buying for their advantage or his own. Some years ago the head of a department in a Boston store bought, so the story goes, $40,000 worth of furniture from a certain manufacturer, where he should have purchased not more than $7,000. Of course he was instantly discharged. Moreover the store strove to repudiate the debt, but the courts decided against it. It was impossible to prove that the buyer was bribed. Another instance is said to have occurred in New York where a buyer, being sure of his impending discharge, bought 250,000 red plush albums all of one pattern, most of which were subsequently given away as souvenirs, because they could be disposed of in no other manner.

Some houses require all buyers to send to the firm each day a duplicate of any order given— as a rule, too, figured out in dollars and cents—and each order is passed upon a high authority before it is confirmed; thus the purchases are kept account of as close as the sales. This, of course, does not refer to purchases made by the buyers when traveling, but to purchases made in the offices of the buyers themselves, where the great bulk of buying is done. A large Brooklyn store sends a notice to all houses from whom it buys, that the firm will not be responsible for any order given for future delivery of which a copy is not sent for verification. While this may seem to cast suspicion upon the buyers it makes such dishonest purchases as above described impossible.

In general, two kinds of peculations must be guarded against—thefts of cash and thefts of goods. To illustrate how the barriers to dishonesty are set it may be said that the sales or cash tickets will identify all of the fifteen or more employes described above who handle every article sold. At the conclusion of the transaction, the purchaser has one check giving all the details of the sale in concise form, and the firm has the other, and the books and cash fill out the complete record. For every parcel that goes to the delivery-room or is taken away by the customer, there must be a corresponding amount of cash, or a check indicating either credit or that the goods are to be sent C.O.D.

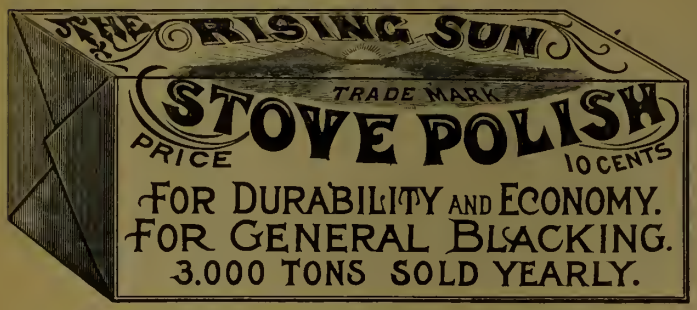
All records are kept, in case of complaint. Under the system of delivery the percentage of error is about one-hundredth of 1 per cent. It is no uncommon thing for the firm using this system to deliver nearly, if not quite, 20,000 packages in one day, and receive not a single complaint of failure to deliver.

Credit checks are in some stores sent through a special line of tubing to an office separate from the cash desk; in others, to the cash desk and thence to the credit office, where they are marked O. K. if credit is to be allowed, or with a small private mark if not. The authorization clerk, upon whom rests the responsibility of this marking, can, after a few years' experience, tell at a glance in most cases, whether the name and address given on any slip is that of a regular credit customer in good standing. Considering that the number of credit customers varies from 10,000 to 60,000 in different stores, this is something of a feat.

These credit customers may be a source of enormous loss to the store. To look after them is the business of the credit, or authorization department, consisting of the credit-man, a number of underlings who do a species of detective work, and the authorization clerk, whose work is merely a sort of book-keeping. The credit-man can more quickly ruin a store than any other employe. As a financial authority he is unequalled. Every large customer of the house is known to him by name, reputation, and pecuniary status. He knows the customer's habits, and very likely the number of servants he keeps. If there is a rumor of decline in the customer's business, the credit-man quickly finds out if his bills are promptly paid. It is a grave matter to withdraw credit, however, meaning as it does the loss of a person's trade, so that the credit-man is slow to do it. The New York credit men have a club, of which the members meet weekly to exchange views and information on business matters; for rivalry between the big stores is almost invariably friendly, and they exchange courtesies continually in such matters as information derived regarding the responsibility of prospective credit customers. Each large city has its Retail Protective Association, and the well-managed store, on learning that a customer has become "bad pay," will notify the association, with the result of shutting off his credit at other stores. In this way the "bad pay" buyer is prevented from going to some neighboring establishment, the result being that he will probably continue to buy at the first store and pay cash.

Dishonesty of a professional character is the kind least to be feared by the merchants. Still, it is reckoned on as an element in

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

profit and loss, one store calculating its loss by shoplifting at $15,000 a year. To keep this crime within limits the store detective is employed. The keen-eyed mysterious sleuth of fiction, with his disguises and strategems, couldn't get a place at any price in a department store. The best store detective is the man or woman who looks the least like one. His or her business is to wander around inconspicuously and look uninterested. When one of them appears most moribund it is probable that he has just discovered some woman dropping a lace handkerchief into her unrolled parasol in an informal manner. When he does make an arrest it is done very quietly ; and the shoplifter, if she be a woman, as nearly all shoplifters are, is escorted to a cabinet where a woman searcher goes through her clothes, often extracting more things than Mr. Herman gets from a silk hat. Professional shop thieves are provided with what is technically known as a "kick," a long pocket of amazing capacity, extending the length of the skirt. Some of their other wiles are the half-open umbrella, the loose blouse waist, and the infant in arms, who is made an innocent receiver of stolen goods thrust under its long skirts. More dreaded by the detective than the professionals, all of whom he knows, is the kleptomaniac. She will steal anything, and in many cases it is inadvisable to prosecute her, for business reasons. If there is any reason to suppose a woman respectable who is caught stealing, she is never prosecuted for the first offence, but is compelled to write out a confession, which is held over her as a warning. At least five New York stores hold such confessions from a woman reputed to be very wealthy. A Chicago store offers a scale of rewards to employes discovering shoplifters, and this scheme has had excellent results.

To the merchant whose tremendous store machinery is running without friction and turning out what profits it should there still remains one great vital problem : what new thing he shall attempt. Progress, he knows, is necessary to his success. The methods which were successful ten years ago are antiquated now, just as the most progressive methods of to-day will be outgrown early in the coming century. He knows, too, the disastrous consequences of a false step. To be conservative, yet bold ; to branch out in some startling innovation which shall yet be a safe venture, and shall not impair the firm's reputation for soundness ; these are his hopes for the future. New styles of business have, in the past, established firmly the stores which first brought them out. A purpose always in the minds of the proprietors is to introduce some new feature which will add to the attractiveness of the store ; if original, and to be found nowhere else, so much the better. One Brooklyn store has sent to its thousands of credit customers a little silver tag containing the number of the shopper's account. Upon this being shown and the name given to prove that the proper person is using it, she may carry away such purchases as she may desire, or have cheques cashed. Clerks are trained to know their customer's name and desires, and a thousand and one little attentions are shown to make the purchaser feel at home. One important feature that the stores practically first introduced is that of allowing goods to be returned which are not wanted by the purchasers, even if no fault can be found with them.

The mail-order system, which sprung at once into popularity, gave an enormous impetus to the business of the firm that first tried it. Every other firm copied it, but the pioneers had covered a large field before their imitators followed. The department stores prophesied and probably accelerated the scorching into popular favor of the bicycle, and to-day, almost without exception, the big establishments have a wheel department, while not a few conduct bicycling academies. The progressive store—and all must be progressive—responds instantly to the latest fad ; no new thing comes into the market but is quickly pushed into notice, and indeed many ideas are first put forward in one of the many departments. One original enterprise, which has had a gratifying success to those engaged in it, is a combination of some of the stores in the smaller cities, whereby they exchange goods, and in that way rectify to an extent errors of stock. For instance, that a certain line of novelties would not sell in Rochester is no argument that Denver would not buy it, so the Rochester merchant with an overstock in his hands, sends it to his Denver fellow-merchant and he sells it out for him. In return the Rochester man undertakes a line of silks which the Colorado merchant couldn't dispose of at all, and conducts a highly successful bargain sale therewith. A dozen cities are now represented in this combination. A feature of this combination is syndicate buying. A single experienced buyer purchases goods for a string of a dozen stores in different cities, thus they are all able to get goods at a rate which only the largest consumer could secure, and each bears its proportion of the expense of the buyer's salary and his assistants.

(To be continued in our next issue.)

LOBSTERS AND PACKERS.

Lobster packers, from all one can learn, are going more largely than ever into the trade next season, and many new men will try their hand at the business. No one doubts now that the ground all round the island is being over-fished, and if some restrictions are not put upon the catchers, the lobster in Newfoundland will soon be as extinct as the auk. The uniform close time system does not apply to the varying coastal conditions of this country, and the sooner it is substituted for a uniform length of time (the starting point to be decided by the packers within their own districts, with defined boundaries, the better. We take this occasion to reply to two or three persons who have written us on this subject to say that we believe that the Government are willing to support any reasonable suggestion that those interested in this fishery will make them.—Trade Review, St. John's, Nfld.

Distinctiveness

Is what we claim, both in label and package, as well as in the quality, of our

We trade on no person's reputation. Circle Tea is so prepared that it will make a reputation for us — and for you—that shall be long and profitable.

CIRCLE TEA

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON

Spring is Coming !

And with it the usual house-cleaning; anticipate your customers' requirements by giving them the

"Phoenix Scouring . . . Soap"

Guaranteed to give as good results as any article in the market and at nearly half the cost.

JAMES TURNER & CO., - HAMILTON

Leads the World

All competitors acknowledge it. Not the Lowest Price, but the Best. Sales for '96 three times those of any other year. The enormous consumption is the

PROOF OF THE PUDDING.

ELEME FIGS
COMADRA FIGS

We have still a few boxes Eleme Figs, 10 lb. Also a small lot Comadra Figs in mats, at very low prices. See our Travellers or write for prices.

THOS. KINNEAR & CO. WHOLESALE GROCERS TORONTO

TRADE CHAT.

THE Woodstock Board of Trade will memorialize the Government to put up a new municipal or other public building in that town.

The produce business carried on by Mr. D. L. Schultz, Guelph, has been purchased by Mr. James Ryan.

The merchants of Tilsonburg are troubled with sneak thieves who purloin articles from the front of their stores.

Winnipeg grain dealers are taking off their buyers from provincial markets, as deliveries have closed almost entirely.

A meeting of the creditors of Bate & Co,. Merrickville, insolvents, was held yesterday. The statement showed liabilities about $5,500, and assets $400.

Thomas Brady, of Peterboro', grocer, who was committed for trial on a charge of defrauding his creditors, has assigned to Robert B. Rice, of H. P. Eckardt & Co.

The Yokohama Gazette states that "owing to a great rise in the price of timber Japanese timber dealers of Yokohama propose to import pine and other timber from Victoria, B.C."

Store proprietor : "So you want a job as floor walker, do you? Have you any recommendations?" "No, but I'm an experienced hand, sir. I'm the father of nine children."

A report is current that before the rush of spring immigration the headquarters of the Lake Manitoba Railway and Canal Co., generally known as the Dauphin railway, will be located in the city.—Free Press, Winnipeg.

The creditors of Halliday & Co., general merchants, Chesley, met at the Royal Hotel on Friday and accepted an offer of 70c. on the dollar to secured creditors and 50c. to unsecured creditors. The liabilities were stated to be $10,000.

The business men of Dauphin, Man., have decided on forming a board of trade, and at the initial meeting Messrs. McIntosh, Barker and Rintoul were appointed a committee to communicate with the Winnipeg board as to constitution, bylaws, etc.

At London the stock of George F. Burns, gentlemen's furnisher, was sold by Auctioneer J. W. Jones to Mr. Boughner, of St. Thomas, at 57c. on the dollar. The stock of Parker & Co., of Woodstock, was purchased by A. E. Pavey & Co., at 39c.

Hibborne Bros., general mercnants, Baden are seeking an extension of time spread over two, four, six and eight months, without interest. The assets of the firm, according to the statement, amount to $12,037, and liabilities to $7,362, leaving a surplus of $4,676.

INCREASED BOUNTY ON SUGAR.

The notable event of the week in connection with sugar, say Willett & Gray, is the discussion in the French Chamber of Deputies of the new French sugar bounty law, which has passed its first reading and is now receiving amendments. After passing the Chamber of Deputies it has still to pass the French Senate, and it will be some time before it becomes law. The bill provides for bounty on exports of 3½ to 4½ francs, or, say, equal to 30¾c. per 100 pounds on raw sugar and 39⅜c. per 100 pounds on refined. These rates are above the German rates, which allow bounty of 27c. per 100 pounds on raws and 38¼c. per pounds on refined. The bill is retroactive in its application, and will apply to about 100,000 tons sugar remaining in stock in France. It remains to be seen if French granulated will be sent to the United States in competition with German and Dutch granulated, but we presume it is the intention of the law to find export markets for all sugars. At present, in connection with our own remodelling of the sugar tariff, the foreign bounty laws are of the utmost importance, as it is absolutely necessary for the protection of American interests that these foreign bounties should receive careful consideration by our Congress.

THE BRAZILIAN COFFEE CROP.

THE following calculation regarding coffee receipts, made by a prominent house, will be of interest, says N. Y. Journal of Commerce : The Rio and Santos crops for the 1891-92 season were 7,386,000 bags, the largest on record up to that time. By Feb. 1, 1892, the receipts from these crops were : Rio, 2,532,000 bags ; Santos, 2,434,000 bags; total, 4,966,000 bags, practically two-thirds of the total yield. The balance of those crops (Rio, 1,190,000 bags, and Santos, 1,241,000 bags) was received as follows :

	Daily average Rio.	Daily average Santos.	Total daily avg. Rio and Santos.
February	10,000	10,000	20,000
March	9,675	9,193	18,868
April	7,833	8,666	16,499
May	6,130	7,580	13,710
June	6,666	6,000	12,665

If such statistics concerning the previous largest crop on record have any comparative value, it is interesting to observe how they might apply on the current Rio and Santos crops, which will prove the largest ever grown :

	Rio Bags.	Santos Bags.
Total receipts to Feb. 1, 1897	2,456,000	3,922.000
If to these are added the quantities received in the five months, February to June, 1892	1,190,000	1,241,000
The total yield of the current crops could be put down as	3,646,000	5,163,000
		3,646,000
Total		8,809,000

Given that the current Rio and Santos crops have been marketed more rapidly than usual, the fact remains they are admittedly larger than in 1891-92, and it requires no stretch of imagination to expect that just as much remains in the interior now of the current Rio and Santos crops as there was at the corresponding period of the 1891-92 crops. It is, therefore, quite reasonable to calculate that the average receipts for February, March, April, May and June this year may not be less than in 1892, viz :

	Bags per day.
February	20,000
March	18,000
April	16 500
May	13,700
June	12,600

If the new Rio and Santos crops should be early, the receipts for May and June may be much larger.

"KURMA"

Pure Ceylon Tea.

Is the finest package Tea in Canada. Its enormously increased sale testifies to its merit and popularity. It will please your customers and give you a profit. **Do You Handle It ?** Order from

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

SOME PRACTICAL ADVICE.

PERSEVERANCE is the only certain road to success. The man who takes up a business, no matter what it is, and pursues it, and nothing else, almost invariably comes out ahead, while the man who is constantly changing from one thing to another, is equally certain to fail.

This truism has received a fresh illustration in a town within less than a dozen miles of Pittsburgh. About ten years ago two men started in the grocery business on a small scale. They soon received a respectable trade. For a while both prospered. But at length one of them was seized with the get-rich-quick mania, and commenced dabbling in outside interests. Oil was his hobby. He neglected his store, and his business fell off. Finally he sold out. Then he met with losses in oil. A short time ago he secured a situation in a city house.

The other man stuck to his store, leaving outside matters alone. He prospered. He will soon move into a new building—one of the largest in the place—which he has erected at a cost of about $8,000. His future is secure.

A glance over the list of successful grocers in Pittsburg affords further illustrations of the value of perseverance. They have not achieved prominence in a year or two. Success has not been thrust upon them. They have won it by hard, persistent work and singleness of purpose. They have let other things alone. Instead of aspiring to sudden wealth, they have been content with the slow but certain gains of their legitimate calling.

The beginning of a new year is a good time to consider this matter and lay it to heart. In taking stock grocers should consider their purposes and methods as well as their goods. To begin well is to end well. "Too many irons in the fire" is the cause of many failures. The grocery business is so complicated as to demand undivided attention. Nothing less will assure success.

A country grocer not long ago called on a wholesaler, and, in the course of the conversation that ensued, remarked, "I am thinking of going into an outside speculation." "Don't do it," replied the wholesaler. "It will involve you in difficulty, weaken your credit, and may lead to disaster. You are making money in your present business. Let well enough alone."

This advice is worth heeding. It is sensible, and those who accept it will find that it will lead to success. Let well enough alone is a good motto for the year that has just been rung in.—Mercantile Journal.

"And you will never forget me ?" asked the girl of her lover, a grocer's assistant. "Never," he said absently. "Is there anything more to-day ?"

The Hull In the Throat

It is impossible to clear the hulls from Rolled Oats as they are commonly prepared. Hulls have no virtue anyway—by themselves. Consumers don't want them. But the trouble is they usually get 'em, want 'em or not. If they don't stick in the throat they hurt digestion, so they're bad either way.

We think we clear 99 per cent. of the hulls from our "Pan Dried" (REGISTERED) Rolled Oats by a new process. We do not believe in "good enough"—neither do your customers. The hull in the throat is almost as bad as the sand in the sugar, but—hulls make their presence unpleasantly noticeable at once. . . . . .

From Manufacturer to Retailer Direct.

The Tillson Company, Ltd.
Tilsonburg, Ont.

NEWFOUNDLAND COD FISHERIES.

THE Newfoundland correspondent of The N. Y. Fishing Gazette has the following in a recent issue of that journal :

"The beginning of the year 1897 has suggested a review of the exports of fish and fish products from this country during the year just ended, and also to compare these exports with those of the previous year.

"Of codfish, 333,417 quintals were shipped from St. John's, against 389,538 quintals in 1895, a difference of 56,121 quintals in favor of 1895. In seal oil, 471 tuns were exported, against 571 tuns for 1895. Cod oil, 2,496 tuns for 1896 and 3,189 tuns for 1895. Many were of opinion that the heavy shipments between July and December would result in a larger quantity going out of the country than was exported the preceding year ; but a difference of 693 tuns favors 1865. Salmon, 2,273 tierces for 1896, against 1,784 tierces in 1895. Herring, 1,385 barrels for 1896, against 2,572 barrels in 1895. Lobsters, 31,519 cases for 1896, against 23,910 cases for 1895.

"When the French fish merchants reported that in a few years the Newfoundland and Labrador fisheries would be things of the past, they evidently had good grounds for such an alarming statement. We observe that St. Pierre exported in five years —1891 to 1895— 123,101,707 kilogrammes, or 2,198,244 quintals, of codfish. In 1891 the quantity exported was 373,764 quintals, while in 1895 there was exported from the same island 532,681 quintals — an increase of 158,917 quintals, or over 4 per cent. Ten francs per quintal is the bounty on French fish, and a franc being worth about 20 cents, we find that the immense sum of $4,000,000 has been paid those who fit out the fleet of fishing vessels which sail from France and make St. Pierre their headquarters. Is it any wonder that the exports from our markets in Europe are so discouraging?

"At the present writing a fish exporting firm of this city has 100,000 quintals of dried cod in its stores, with no promise of their immediate disposal. It is also stated that there are 60,000 quintals more in the Oporto market than it can absorb. It really looks as though Newfoundland would shortly see another financial cloud in her commercial horizon. Let us hope not !"

AS TO PEPPER.

"It has always amused me," remarked a botanical expert to a contemporary, "to hear people talking of their preference for black pepper over white and the various explanations they give for the same. Little do they know that both black and white pepper grow upon the one shrub. Over the pepper seed grows a black covering. The seed itself is white, or nearly so. To make black pepper the seed and its external covering are ground up, while the white pepper is the seed alone ground up. White pepper is milder than black, the greater part of the pungency being in the covering. A pepper made of the covering alone would be such, to use a slang term, hot stuff that it would burn the mouth. The black covering of the pepper seed contains the oil."

CALIFORNIA RAISIN POSITION.

In its issue of January 30 The California Fruit Grower says regarding the position of raisins on the Coast : "There is no lack of confidence in the raisin situation, and Fresno holders are firm in their views as to price for sound, well graded stock. We are informed that several orders for carload lots of layers have been turned down, as buyers would not meet holders' views. One order for 1,000 boxes was rejected on a firm offer of 97½c., when the asking price was $1, f.o.b. One large house purchased a whole crop of fine raisins on the basis of 3¼c. less 5 per cent. commission, and we learn that some of these goods are being sold a shade below the present asking prices, or at 2¼, 3¼ and 5¼c. for 2, 3 and 4-crown respectively. Estimates place the stock on hand at primary points at less than 400 cars. Several Fresno packers have purchased choice stock on the 3¼c. basis for 2-crown, hence cannot sell for less than 3½c. The entire output of the San Joaquin valley for 1896 is now estimated at about 3,000 cars."

The Canadian Grocer
The Dry Goods Review
The Hardware and Metal Merchant

are the only papers that have had their shorthand reporters with the Tariff Commission constantly. They have taken down every word of the evidence. They have published the most complete reports—fuller than any of the dailies.

MORAL—If you want all the news of interest to business men in Canada you must subscribe for

MacLeans' Trade Newspapers

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MONTREAL
TORONTO

A HINT TO WINDOW DRESSERS.

MAX BEERBOHM, the English artist, has been expressing his views on window dressing and other things in The London Daily Mail. He tells the British retailers that their windows are "quite repulsive." Addressing the jeweler as an example : "You fill your windows," he says, "with a garish and unseemly chaos of all you have—bracelets, sleeve links, penknives, tiaras—toute la boutique. Your rival in Paris, even in New York, is much wiser. He understands the value of a reticent symbolism. Very little puts he into his window. What he puts in is good. Men and women beholding praise it. But their imagination has been stirred, their appetite whetted for the things that are withheld and they long to enter in at the door."

The grocer will find a good suggestion in the above, remarks Chicago Grocer. The majority of windows are usually chock-full of everything and the display, if it may be called such, remains for weeks. In window dressing, as in business, the old adage holds good, "Do one thing and do it well." Few merchants have the advantage of the grocer in material for display. The purveyor of delicacies can obtain beautiful effects and at the same time tempt the appetite. Window dressing is an advertisement that pays, no matter whether the store is located in the city, town or country.

CLERKS AND WINDOW DRESSING.

Three points of vital interest to the grocer who would be successful are good clerks, attractive show windows and perfect system.

Very few grocers get the assistance and co-operation of their clerks to the fullest possible extent. The proprietor who does not consult with and take advantage of the suggestions made by his clerks is not alive to his best interests. To every grocer who will send his name and address to the National Cash Register Co., of Dayton, O., they will be glad to send a copy of their booklet "Hints to Clerks."

The value of attractively dressed show windows is more appreciated every year. The National Cash Register Co., has for those who are interested in this subject, a booklet called "How to Dress Show Windows."

But most important of all is the matter of having a perfect system for handling the money which comes in and goes out over the counter in the course of a day's business. A letter to the company mentioned above, giving your name, address, number of clerks employed, percentage of business on credit, and stating whether or not you employ a casher, will bring a handsomely printed description of a system used in stores like yours.

FISH

We have fine Fall Caught Lake Trout and Fresh Water Herrings, (heads off) in Midland. Specially low prices to close out before Lent.

RAISINS

Malaga Loose Muscatels, in 22-lb. boxes—fine fruit—**6¾c.** in 5 to 10-box lots.

PRUNES

Fine large fruit, cases 55-lbs. at **4½c.** lb. Also Griffin & Skelley's **California** Prunes

40's to 50's
50's to 60's
60's to 70's
} At special prices.

In 25-lb. boxes.

APPLES

Very fine quality, in Gallon tins. . . . .
Specially low prices.
Write for figures.

THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

In TEAS

. . . Tickle the palates of your customers with rich, healthful, delightful beverages. It is a satisfaction to them and you alike, and your business and profits show a substantial gain.

OUR STANDARD BLACKS

Are blends comprising nothing but the choicest pickings from the best known gardens of Ceylon and India---combining delicious, aromatic and stimulating properties, **together with Absolute Purity.**

THE 400 SELECT MORNING LUXURY
THE GLOBE
IMPERIAL CONGOU RUSSIAN CONGOU

The first three lines are put up in 1-lb. and ½-lb. German Glazed Parchment Cartoons, foil lined, absolutely air-tight and moist-proof. These are handsome shelf goods and will prove rapid sellers. No Extra Charge for Cartoons.

It is a pleasure at all times to submit samples for comparison and test.

W. H. Gillard & Co.

JOHN MOUAT
Northwest Rep.
WINNIPEG.

WHOLESALERS ONLY...

HAMILTON.

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INDEPENDENT OF THE STATES.

THE two members of the Canadian Government who are in Washington, on a reciprocity tariff mission, according to press despatches, do not appear to be meeting with much encouragement.

This may have more foundation in the imagination of the United States newspaper men than in fact, but still, in view of the utterances of public men and newspapers over there THE CANADIAN GROCER fears that the allegations are only too true.

It is a pity that Canada and the United States cannot live more peaceably with each other in a commercial sense. Our parentage is the same. Our language is the same. But in trade matters it appears that we are at daggers drawn.

There is, no doubt, fault on both sides. But ours is the lesser, and theirs the greater fault.

Canada has more than once gone more than half way with a view to bringing about a better trade relationship. But her propositions fell upon deaf ears. And it appears that they are likely to do so for some time to come.

If a fair, businesslike, reciprocal treaty with the United States can be obtained, Canada will be only too glad to accept it. But we are not disposed to importune till our knees get threadbare. Life is too short, let alone the quantity of dignity that would be sacrificed if we were disposed to do so.

Canada is ready and willing to reason, to discuss the question with the United States; but not to importune her. All we want is "yes" or "no." If it is the latter, we'll to our business. We have other and more friendly customers to which we must attend.

Next to Great Britain the United States is the best market for our products, but it has not been one which we have been able to develop satisfactorily. Away back in 1873 we sent more goods than we did in 1895.

Taking our export trade with the various foreign countries during the five years ending June 30, 1895, we find the percentage of increase to be as follows: Great Britain, 24.40; United States, .308; France, 32.40; Germany, 17.60; Holland, 178; Belgium, 248.60; Newfoundland, 58; West Indies, 19; China and Japan, 39; South America, 22.58.

Of course our export trade to all the other countries outside Great Britain is not to be compared in volume with that to the United States; but still, to know that our trade with them and the Motherland is increasing substantially, while that with the United States is practically at a standstill, should increase our independence of the latter's markets and stimulate us to push our products all the harder in those countries which have a kindlier feeling towards them.

CIVIL SERVANT'S SACRED SALARY.

FRESH interest in the movement having for its object the abrogation of the law which shields dishonest civil servants from their creditors has been created by the decision of the merchants of Ottawa to seek an amendment to the law whereby the garnishing of civil servants' salaries may be permitted.

Civil servants, as a class, may be no more dishonest than any other class of citizens. Neither do they appear to be more richly blessed with the quality of honesty than the butcher the baker or the candle-stick maker. There are a lot of them that do not pay their debts. And the fact that various communities of business men in the country have time and again urged the removal of the special privileges which the Ottawa merchants are now seeking to have removed is evidence of that.

Morally, the man who scribbles in a Government office has no more right to be made the special ward of the law than has the man who hoes corn.

The reason forsooth that he is the special ward is born of a notion long ago exploded.

Being the servant of the Crown it was conceived in a "moment of weakness" that his person, like that of the king he served, was sacred At any rate, if the doctrine was never asserted it was at least implied. And his purse was made as sacred as his person, for it was enacted that no creditor should attach it

No matter how orthodox this view might have been in the long ago it is not so to-day. To-day it is heterodox The civil servant is not now the servant of the Crown; he is the servant of the people. And it is full time that, like other mortals, he should be made pay his debts.

A GOVERNMENT MISTAKE.

IT is becoming more evident every day that the Government made a mistake in not delegating to a commission of business men the duty of gathering data for revising the tariff, as suggested six months ago by THE CANADIAN GROCER.

The work was too great for three or four Ministers to circumnavigate it in the time allotted them. These Ministers, as heads of Departments, had their work cut out for them without being compelled to travel from one end of the country to the other in quest of material for tariff making.

It is obvious that either the Department which they manage or the tariff which they are enquiring into must suffer. And it is most likely that both have suffered to a more or less extent notwithstanding that the three members of the Commission have been working like Trojans since they set out upon the present task.

No blame can be attached to the Commissioners. It is only the principle which heaps double duties upon their head which is at fault.

The result of this faulty system is to be seen in the condition of affairs to-day.

Here we are into the middle of February. By the time the House meets we shall be practically into the middle of March. And it is quite reasonable to expect that another two or three weeks will have elapsed before the new tariff can be brought down. This will bring us into April.

Had the Government done as this paper suggested the tariff could have been brought down two months earlier at least than it now possibly can be.

And because the tariff was not brought down as early as it might have been the trade of the country is suffering, and that unnecessarily.

The tariff needs revision, and THE CANADIAN GROCER pressed this upon the attention of the late as well as the present Government. But we have also urged that it should be done as expeditiously as possible and in a manner that would cause the least trouble to the trade and commerce of the country.

Now, however, the commercial interests of the country have been on the tenterhooks for several months. They are still hanging there. And the longer they hang there the more uncomfortable does their position become.

To-day the trade of the country is almost at a standstill. In a few lines, upon which it is thought possible that the Government may increase the duty, there is a little speculative buying, but in other lines the manufacturers will neither make nor the merchants buy any more than is necessary for their immediate and pressing wants.

TO FIX THE PRICE OF PAPER BAGS.

A MOVEMENT is on foot having for its object the fixing of a uniform price on paper bags. Whether it will be successful remains to be seen.

But whether it will or not, one thing seems about certain. Prices can scarcely go lower than they are to-day.

And in view of this fact merchants throughout the country would do well to keep their supply of paper bags complete.

The paper bag industry of Canada has not been a satisfactory one to the manufacturers for some time as far as prices are concerned, they claiming that at the present figures they are losing money. If, therefore, the movement to fix prices is consummated a sharp advance in values may naturally be expected.

It was not always, by any means, that low prices obtained in the paper bag industry. Only a few years ago, when the industry was practically monopolized by one manufacturer in the west, the prices he obtained yielded him a handsome profit. But by-and-bye a new and extensive concern, with new and improved machinery, sprang up in the east, and the result is the cheap paper bags of to-day.

When this new paper bag factory in the east started operations the discount for large quantities was about 25 to 30 per cent. To-day 50 per cent. is a common discount, while 50 and 10 to 50, 10 and 5 per cent., with 3 per cent off for cash, is obtained by some.

When a man grasps the situation he has obtained the under hold that will enable him to throw the difficulties.

THE CANNED GOODS PACK.

At the last meeting of the Canadian Packers' Association the Executive Committee was instructed to devise ways and means for endeavoring to curtail the coming season's pack of vegetables and fruits. In pursuance of these instructions the committee met at the Walker House, Toronto, on Tuesday. Little, however, was done beyond collating figures as to the pack of 1896.

The total pack of vegetables and fruits in the country, both factories inside and outside the association, was estimated at about 600,000 cases, or nearly 14½ million cans. About nine-tenths of the pack was by factories in the association, and the figures regarding that portion were sworn to.

A meeting of the association will be held on Wednesday next to receive the Executive Committee's report.

Exports of canned goods during the past season have been larger than ever before, and it is estimated that, besides what has already been consumed by the home market, something like 150,000 cases have been exported, leaving stocks now in packers' hands light.

A convention of snuff manufacturers was held in Philadelphia the other day. It was a sneezer.

FREIGHT DISCRIMINATION.

THE complaint is general among jobbers in green fruit in Montreal that business is abnormally dull this winter.

Traders who ought to know state that instead of eight or ten carloads of fruit leaving Montreal each week, as was the case last winter, there is hardly one carload this year.

This is an abnormal condition of affairs, and it is due to new conditions which did not rule last winter. Chief among these are the high freights to Montreal owing to the advance in ocean and railway carriage on all bulky freight this fall and winter, the difference being 25 per cent. greater than the rates prevailing last year. For instance, lemons and oranges can be bought at Liverpool this winter and laid down in New York at a freight cost of 40c. per box.

To lay them down in Montreal costs $1. Accordingly, the green fruit jobbers are only bringing to Montreal what they want for local consumption in its immediate vicinity.

All other orders for points in Ontario, up the Ottawa Valley, and in Quebec, are imported direct via New York on a through rate, which means a saving of 25 to 50c. per box in freights.

As a result of this unusual state of affairs Montreal has almost ceased to be a distributing centre for European green fruit, and if the same conditions prevail next year, will lose still more of this trade. During the summer season of course the circumstances will be different.

The Lamp Chimney Trust in the United States has collapsed. Competition evidently got too hot.

ANOTHER ADVANCE IN GINGER.

Cables received on the Toronto market this week announce another advance of equal to ½c. per pound in the price of Cochin ginger.

Canada's supply of ginger now comes nearly altogether from China, the Cochin variety, on account of its lower price, having to a large extent replaced that of Jamaica growth. The latter costs about 6 to 7c. per pound more than the former, hence grinders give the Cochin article the preference.

GROCERS' SMOKING CONCERT.

THERE was a pleasant gathering of retail grocers, wholesalers and commercial travelers in St. George's Hall, Elm street, Toronto, on Monday night last. It was on the occasion of a smoking concert under the auspices of the Toronto Retail Grocers' Association.

The affair was a success from every standpoint: There were about 200 present; there was an abundance of "the weed" in its various forms; there was an ample supply of refreshments; there were a couple of score of card tables and there was an excellent and varied programme.

The president of the association, Mr. J. S. Bond, was chairman and master of ceremonies. In a neat little speech, with which he introduced the programme, he expressed his pleasure in seeing so many present, and took occasion to notice the diversity of interests represented. This latter feature led him to animadvert upon the advantages to be derived from retailers, wholesalers and travelers meeting in the social circle occasionally. To the retailers present who were not members of the association he extended a warm welcome and urged them to join the organization and help solve the problems which from time to time confronted the trade. "It is not, however, our purpose," he remarked amid laughter, "to solve the problem how to sell at 35c. per dozen canned goods bought at 50c. per dozen. At any rate, the school I was raised in taught us to try and make a profit on everything we sold."

Those who contributed to the programme were: W. E. Dunn, piano soloist; Sam Wilson, humorist; — Kettles, mouth organ soloist; — Wallbridge, impersonator; W. J. Moody, vocal soloist; M. Yorill, reader; — Fletcher, instrumental soloist.

MR. LEGENDRE TAKES THE CANE.

At a monthly meeting of the Grocers' Clerks' Society, held at St. Joseph's Hall, February 7th inst., the treasurer's report was read and found satisfactory. The secretary's report shows an increase of 47 members since last report. The president presented Mr. O. Legendre with a fine cane, he being the winner of the competition open to members of the society bringing the largest number of bona fide members during the year. The following officers were elected for the year:

President, J. P. Beauvais, (re-elected).

1st Vice-president, E. A. Barsalou.

2nd Vice-president, P. J. Wayland.

Secretary, H. A. Sirois.

Treasurer, G. N. Robert.

A pleasant afternoon was spent by the members.

CONVENTION OF MANITOBA MERCHANTS.

A TWO days' session of Manitoba and Northwest merchants was held in Winnipeg on Thursday and Friday, the 4th and 5th inst. Among those present were : Alex. Acheson, Rosenfeld ; W. C. Bond, Gladstone; J. F. Boyd, Minnedosa; J. J. Bargen, Plum Coulee ; R. E. Bradford, Macdonald; E. J. Coade, Carievale ; E. O. Denison, Minnedosa; W. A. Donald, Pilot Mound; J. F. Fumerton, F. Frederickson, Glenboro, W; W. Fraser, Emerson ; J. H. Fargey, Lakeview; T. S. Gray, Beausejour ; F. Graham and R. M. Graham, Melita ; J. J. Heaslip, Alameda; G. H. Healy, Virden ; J. F. Knight, Gleichen ; Jos. G. King, Port Arthur ; F. G. Lewis, Birtle ; C. Landry, Mariapolis ; Isaac Loewen, M. Long, Gretna; G. W. Morfitt, Gladstone; T. B. Mickle, J. D. H. Mickle, Carman; J. Murray, Brandon; D. A. Macdonald, Regina ; Joseph McLean, Hamiota; D. McIntosh, Dauphin; R. G. McLaren, Souris ; John McKinnon, Dauphin; R. J. Noble, Oxbow; J. E. Parrott, Saltcoats ; G. Peacock, Emerson ; C. Pieper, Gretna; H. S. Paterson, Portage la Prairie; N K. Reed, Strathclair; J. H Standing, Belmont ; Edi Shilson, Snowflake ; A. G. Williams, Gladstone ; J. W. Whitman, Emerson; James White, Rapid City ; J. O. Johnstone, Birtle; John Lane, Birtle ; Thos. Lane, Birtle; J. A. Merrick, Virden ; E. A. Ramsay, Virden; J. M. Stewart, Virden ; W. J. Stinson, Austin ; T. J. Agnew, Prince Albert; O. J. Abraham, Deleau ; W. W. Bole, Moose Jaw ; Wm. Dickson, Alexander ; John S. Dawson, Regina ; Jas. Dowswell, Emerson; Chas. A. Flower, Birtle; Octavius Field, Hugh Ferguson, A. Hitchcock, J. A. Healey, Moose Jaw; J. A. Johnson, John Law, Thos Leese, Birtle ; Jas. A. Merrick, Virden; G. Michaelis, Regina; G. W. Mahon, Douglas; M. J. MacLeod, Moose Jaw; John McGurl, Moosomin ; H. McDougall, Moose Jaw; J. R. McPhail, Prince Albert ; E. A. Ramsay, Virden; R. Rolston, Killarney ; J. M. Stewart, Birtle; W. J. Stinson, Austin ; J. J. Story, Wawanesa ; W. C. Thorburn, Broadview ; Wm. Trant, Regina ; R. S. Thompson, Glenboro ; A. Whitelaw, Brandon ; R. H. Williams, Regina.

The proceedings of the convention were opened on Thursday evening in City Council Chamber.

Mr. D. W. Bole, president of the Winnipeg Board of Trade, called the meeting to order. He extended a hearty welcome to the delegates. He then briefly related the steps that had been taken. About three months ago a business men's convention had been suggested. The Board of Trade had sent out some 600 postal cards of inquiry all over Manitoba and the western territories. These had been very extensively answered, and a unanimous wish had been expressed that a business men's convention should be held. There were throughout the country a great many very successful business men, and their success indicated that they had good methods. He was sure they would be patriotic enough to discuss these methods.

Mayor McCreary was called upon to welcome the delegates. He said it afforded him a great deal of pleasure, indeed, to do so on behalf of the city. The object was very important, namely, to discuss the best manner of conducting the business matters throughout the province. The delegates were untrammelled by political ties ; they had no constituents to whom they were responsible, but were here to do what they wished in the best interests of the province. He spoke of the effect upon trade of departmental stores ; also of the desirability of having a bankruptcy Act passed as soon as possible. Such an Act should extend, not only to the merchants, but to the farming community. After having given up all his assets a man should get a discharge from his liabilities. The Dominion Government should be urged to let some other matters go and pass this necessary legislation.

The chairman declared the convention opened, and stated that 19 resolutions had been handed in for consideration. He suggested the appointment of a small committee on organization, and on motion of Mr. Denison, seconded by Mr. Acheson, it was resolved that a committee of 10 be appointed to nominate officers.

The chairman, being requested to do so, nominated the following as the Organization Committee, and the nominations were approved : Messrs. Denison, Acheson, R. T. Riley, Fraser, R. M. Graham, King, Lewis, Mickle, McIntosh, A. Strang, with R. T. Riley as convenor.

BUSINESS MEN'S ASSOCIATIONS.

It was moved by W. G. McLaren, seconded by J. W. Whitman, and resolved:

Whereas, it would be of great advantage to the business men of Western Canada if some means existed that would enable those in one town or village to meet together for the consideration of matters of common interest and to communicate with those in other towns and villages ; and whereas boards of trade may be incorporated only in places having a population of 2,500, making it impossible to establish such boards in small places ; and whereas this convention considers that some form of trade councils with a simple form of constitution and bylaws, might be inaugurated and made workable : Be it resolved, that this convention appoint a committee (to be named by the chairman), to draft such form of constitution and bylaws as may be deemed necessary, and further, that members of this convention agree to take steps to give a fair trial to the attempt to establish such trade councils, in the towns and villages where they reside.

Short speeches were made by Messrs. C. N. Bell, R. J. Whitla, Francis Graham and G. Pocock.

The Organization Committee then reported, Mr. R. T. Riley reading the recommendations, which were, that the officers consist of one chairman, two vice-chairmen, one secretary and an assistant secretary ; that a committee on resolutions be appointed, to consist of eight members, who shall have a meeting previous to each session of the convention, to which shall be submitted all resolutions which shall decide as to the order, and whose decision shall stand absolute unless overruled by a majority vote ; that the meetings of the convention shall be called to order at 10 a.m., adjourn at 12.30; assemble at 2 p.m., adjourn at 6; assemble at 8 and adjourn at 11; that, before the final adjournment of the convention, a committee of not less than seven shall be appointed, whose special duty it shall be to see that all recommendations and resolutions of the convention are brought to the notice of the proper authorities ; that the following be the permanent officers of the convention :

J. G. King, Port Arthur, chairman.
H. S. Paterson, Portage la Prairie, 1st vice-president.
E. O. Denison, Minnedosa, 2nd vice-president.
C. N. Bell, Winnipeg, secretary.
Committee on Resolutions—Alex. Acheson, Rosenfeld; J. F. Boyd, Minnedosa ; D. McIntosh, Dauphin ; J. W. Whitman, Emerson ; F. W. Adams, Brandon ; Geo. H. Healey, Virden: D. A. Macdonald, Regina· James E. Steen, Winnipeg.

The report was adopted.

The president-elect, on taking the chair, referred to the fact that he did not belong to this province, and added that it was a great misfortune Manitoba did not extend down to the head of the lakes, as all the interests and desires of the people there were with this western country, of which they were really a portion. He hoped that out of this meeting would come a business association, a western Board of Trade, or something of the kind, in which business men might meet and discuss business questions on business principles. He accepted the presidency of the convention as a great honor.

The resolutions in the hands of the secretary were referred to the Committee on Resolutions, and the convention adjourned.

The convention resumed on Friday morning.

TWO-CENT POSTAL RATE.

The Committee on Resolutions reported having sanctioned the submission to the convention of resolutions re the following subjects : A uniform rate of two cents post-

age, appointment for Northern Europe of commercial agents who would assist immigration, the needs of manufacturers, Crow's Nest Pass railway, handling of dairy goods, fire insurance rates, early closing of stores in rural districts, the credit system and laws relating thereto, the grain standards and who should make them, immigration and express and local freight rates.

The first resolution taken up was that in regard to the two-cent letter rate for Canada. The resolution submitted was in the form of a memorial and read as follows :

To His Excellency, the Right Honorable the Earl of Aberdeen, etc., etc., Governor-General of the Dominion of Canada, in Council.

The petition of the business men's convention humbly showeth,

That this convention is of the opinion that a revision of the postal rates and classification of mail matter should be made that would provide for a uniform rate of two cents per ounce on letters for carriage within Canada, and from Canada to Newfoundland and the United States.

Wherefore, your petitioners do pray that Your Excellency in Council will sanction legislation providing for a uniform rate of two cents per ounce on letters posted in Canada for delivery in Canada, Newfoundland and the United States.

And your petitioners, as in duty bound, will ever pray.

Signed on behalf of the business men's convention.

The memorial was unanimously adopted.

CONSULAR AGENTS.

The next resolution was in regard to the appointment of consular agents in Northern Europe. It was proposed by Mr. Steen, and seconded by Mr. F. H. Mathewson, ex-president of the Winnipeg Board of Trade, and urged the appointing by the Dominion Government of a regular staff of commercial agents general, one to each of the countries in Northern Europe, who could each have numerous deputies in leading points of each country ; and that one leading duty of such agents and their deputies should be to furnish to applicants in search of a home in the new world, the fullest information regarding the resources of the Dominion and its advantages as a new land to settle in. "This convention," concluded the resolution, "sees also, in this arrangement, a valuable power in furthering the trade interests of both importers and exporters in the Dominion, enabling importers to deal direct with foreign manufacturers instead of through British middlemen, and also enabling exporters of grain and other Canadian products to deal direct with continental European purchasers, instead of through the commission houses of London, Liverpool and New York, as has been the general rule heretofore."

Mr. Thomas Gilroy, who was one of the framers of the resolution, spoke very earnestly in its favor.

The resolution was carried unanimously.

On motion of Mr. Mathewson, seconded by Mr. Macdonald, it was decided to limit the speeches of movers and seconders to fifteen minutes, and of all others to five minutes.

On motion of Mr. Steen, seconded by Mr. D. A. Macdonald, of Regina, it was resolved to impress upon all good citizens of the country that every encouragement should be given to the establishment of manufacturing industries in the Canadian Northwest, to supply local demands, where that only is possible, and to export where that is possible ; and especially should attention be given to building up industries which would utilize the immense amount of raw material now allowed to go to waste in that part of the Dominion.

Secretary Bell then submitted the following resolution :

That the present rates of fire insurance on town and village property where there is no fire protection are unfairly apportioned and that the Manitoba Board of Underwriters should be petitioned to appoint an inspector who will rate every risk according to its construction, occupation and exposures.

This resolution was moved by Mr. C. Shilson (Snowflake) and seconded by Mr. M. Long (Gretna). Mr. R. T. Riley, Winnipeg ; Mr. R. S. Thompson, Glenboro ; Wm. Dickson, Alexander ; Mr. Murray, Brandon ; J. H. Brock, Winnipeg ; T. B. Mickle, Carberry ; J. A. Merrick, Virden ; J. A. Teissman, Winnipeg ; T. Gilroy, Winnipeg, and other gentlemen, discussed the resolution. Mr. Brock, a member of the Board of Underwriters, assured the convention that their resolution would receive greatest respect and most careful consideration. The resolution was adopted.

EARLY CLOSING.

A resolution on deep waterways, and one on the construction of the Hudson Bay Railway were received and referred to the Committee on Resolutions.

The chairman nominated as a committee to draft a committee to draft a constitution and bylaws for boards of trade or trades committees for smaller towns in different portions of the province, Messrs, D. W. Bole, F. H. Mathewson and C. N. Bell, of Winnipeg.

Tne following motion re early closing of stores in rural districts was moved by Mr. A. Strang, seconded by Mr. Williams :

Whereas it is the custom of the business people of many of our towns and villages to continue their establishments open to a very late hour of the night ; and whereas, such does not in any manner increase the amount of business to be done, does not give time for reasonable recreation, and is detrimental to health and spirits alike of proprietors and employes ; therefore be it resolved that, in the opinion of this convention, it is desirable that merchants in every business community should have an understanding to close their places of business at a reasonable hour in the evening, 6 o'clock, and that an understanding having been come to among the merchants of any given community that they should then communicate with neighboring towns and villages to endeavor to have a similar arrangement made, with a view of its universal adoption.

Messrs. J. W. Whitman, Emerson ; Graham, Melita ; G. H. Healey, Virden, and others, stated the experience in their several towns, and favored the hour of six o'clock instead of seven in summer and eight in winter, as suggested in the resolution, in the fprm in which it was moved. The change was made and the resolution passed unanimously.

BUTTER MAKING.

Mr. R. M. Graham, of Melita, moved, seconded by Mr. J. J. Shorey, of Wawanesa, a resolution in reference to the making and handling of butter.

Mr. Whitman pointed out the difficulties of merchants in the butter trade. There was no market for the old-fashioned roll butter ; and it was not found profitable to buy at 15c. and sell at 13c. down to 4c. He suggested that it would be well to have an understanding that the roll butter would not be taken, but that it must be worked up into one or two-pound prints. The farmers, he complained, did not back up the merchants in their efforts to improve the state of things.

Mr. J. J. Storey said that not 10 per cent. of the farmers have a fit place to make butter in.

Mr. J. A. Merrick, of Virden, spoke in favor of using fibre butter tubs. At Virden an inspector had been appointed and paid so much a pound for inspecting. Grades 1, 2, 3 and rejected had been fixed, with a difference of 2c. a pound. The first year a great deal had been rejected ; but the second year the quality was improved.

Mr. D. W. Buchanan, of Winnipeg, spoke in favor of establishing creameries wherever possible, and encouraging the farmers to support them where established.

Mr. R M. Graham thought it impossible to establish creameries everywhere, and held that farmers should be urged to take greater care in making.

Mr. T. B. Baker found that the use of separators would do much to evercome the difficulty. He approved of the recommendations that butter never be repacked in the same tubs, and that care should be taken in making. In answer to Chairman King as to the superior quality of imported Liverpool dairy salt, he said that Canadian salt was quite capable of filling the bill.

Mr. A. Whitehall, Brandon, regarded the creamery system as the perfect system. His experience was that farmers would not bring in butter until three or four months after it was made. He had been in the butter business 14 years in this country, and two

or three years in the east. He held that spruce packages were as good as fibre packages. Efforts should be made to keep the creamery business in operation the year round. A difficulty now was that as soon as the retail price of butter goes up a little they cease to supply milk.

Mr. S. Barre emphasized the importance of discouraging the manufacture of dairy butter, and encouraging its manufacture in creameries.

Vice-President E. O. Denison, of Minnedosa, suggested that merchants agree to stop buying dairy butter where creameries exist.

The motion was then carried in the following form, the mover and seconder accepting some amendments proposed by Mr. Whitelaw, of Brandon.

Resolved: That owing to the changed condition in the dairy trade, owing to the introduction of the factory system, and to other causes, it is more necessary than ever that dairy grades of butter should be marketed promptly, while it is fresh and sweet, in order to enable it to compete at all with the fine factory butter. When butter factories have been established it is urged that the merchants and farmers should encourage and support in every way possible the factories in their respective districts in preference to home-made dairy butter, as the demand for dairy grades of butter is limited. and in many cases cannot be exported to advantage in competition with factory-made goods. Merchants who handle butter are further advised to urge their patrons to use a good quality of dairy salt in making butter and to use uniform packages of desirable size and style.

On motion of Mr. Steen, seconded by Mr. Barre, a resolution was adopted recognizing the fact "that a system of cold storage linked with an efficient refrigerator system of transportation is necessary for Canada as a whole," and urging the Government to extend liberal aid to the project.

EXEMPTION LAWS.

The following motion was then moved by Mr. E. Shilson, of Snowflake, seconded by Mr. Wm. Cousers, of Medicine Hat:

Resolved, that any legislation, whether in the form of exemption laws or otherwise, which places the debtor possessed of means beyond the power of the creditor to collect just debts from him, is a deliberate abuse of the powers placed in the hands of legislators and places a premium upon dishonesty; and furthermore, even the economic advantages alleged to be gained by exemption legislation cannot possibly be attained by any law or laws which enable a man to evade payment for the food, clothing and other necessary household supplies of his home. Therefore, this convention appeals to the Legislature of Manitoba and the Northwest Assembly to amend the exemption provisions of such laws so as to give powers of seizure within the limits now exempt to creditors who have supplied such household goods.

The resolution was supported by R. Rolston, of Killarney; W. Trant, of Regina, and R. L. Richardson, M.P., and adopted unanimously.

A resolution favoring the establishing of grain standards similar in quality and value to those with which Manitoba and Northwest wheat came into competition, was moved by S. Nairn, seconded by R. McGurl, of Moosomin, and unanimously adopted.

WATERWAYS AND RAILWAYS.

It was moved by Mr. A. Strang, and seconded by Mr. Steen;

That this convention, composed of business men of Manitoba and the Territories, learn with satisfaction that the Dominion Government is now taking steps looking toward the construction of a canal at the St. Andrew's Rapids, recognizing as they do that the construction of this work would form one of the most important links in the development of our great western waterways. This convention would urge the early completion of this important work, and would further urge upon the Dominion Government that during the coming summer survey work be undertaken, of a preliminary nature at least, to determine the following: First, the feasibility and approximate cost of securing an unbroken water route from the Upper North Saskatchewan to Winnipeg and other Manitoba points, via the Lake Winnipeg route; and also by the alternate route via Lakes Manitoba and Winnipegoosis and the connecting rivers. Secondly, the feasibility of securing a water route from the Red River to the Lake of the Woods, and thence easterly to Lake Superior. Thirdly, the feasibility of opening a water route from Lake Winnipeg to Hudson Bay. This convention would further urge upon the Dominion Government the advisability of considering the usefulness of the navigable waterways of the Peace-Mackenzie River basin, in improving communication on that great river. The business men of Manitoba and the Territories assembled at this convention would further desire to place themselves on record as opposed to the granting of control over any of our waterways to private individuals or incorporations.

It was moved by Mr. A. Strang, seconded by Mr. R. Rolston, Killarney, and resolved "that this convention desires to impress upon the Dominion Government the extreme desirability of having a railroad built to connect the province of Manitoba and the Northwest Territories with the Hudson Bay, and that substantial aid should be given to any bona fide company undertaking the construction of such a railroad."

COLLECTION OF SMALL DEBTS.

Mr. W. Trant, of Regina, introduced the following resolution:

Whereas, a large volume of business is done under the credit system, and it is desirable that the seller should be protected against the dishonest purchaser;

Resolved:

First—That the existing law should be modified so that the cost of collecting small debts be reduced.

Second—That the amount exempt from garnishee order should be reduced to $10, and that the assignment of unearned salaries be made illegal.

Third—That so far as the collection of debts is concerned Government employes should be placed on the same footing as other citizens.

Mr. Trant complained that the collection of small debts is expensive, dilatory and uncertain, whereas the action of the law should be cheap, rapid and certain. He proposed as a remedy for existing evils that a debtor having against him a judgment and costs of less than $100, and not having the means to pay, be permitted to pay in instalments of say $10 a month. He explained the working of the plan in the Old Country. He suggested the establishment of a small costs court, for the cheap disposal of small debts.

The motion was seconded by Capt. D. McIntosh, of Dauphin.

The president gave some of his experience as an employer of labor, of the hardships resulting from the garnishee law. He found that credit was granted too freely by merchants to extravagant families of men known to be getting good salaries.

Mr. Steen proposed that only a certain portion of a man's salary be made subject to garnishee, leaving a married man a certain amount for the support of his family, and a single man a certain proportion for board.

The motion was unanimously passed.

A resolution favoring the reduction of freight rates and improving communication between the prairie districts and British Columbia was carried without discussion.

Mr. T. J. Agnew, of Prince Albert, moved and Mr. J. R. McPhail seconded a resolution expressing the opinion that substantial aid should be given by the Dominion Government to the Manitoba and Northwestern Railway to enable the company to extend its line to the town of Prince Albert.

The mover and seconder and Mr. H. S. Paterson, of Portage la Prairie, and Mr. R. S. McPhail, of Prince Albert, spoke in support of this motion, and it was passed with out opposition.

Mr. R. J. Noble moved, "that this convention desires to impress upon the Canadian Pacific Railway managers, the necessity for the extension of the Pipestone branch of their road into the Moose Mountain district, seeing there is a well settled country there, containing hundreds of settlers, who have been located there from 12 to 15 years who have still to haul their marketable products from 20 to 70 miles to the nearest railway point."

The resolution was carried.

EXPRESS CHARGES.

Mr. J. H. Ashton moved that:

Whereas the express charges on goods from point to point over the western division of the Canadian Pacific Railway are based upon an advance over rates charged by the same company in the eastern provinces of from 33⅓ to 125 per cent. and over, and whereas such excessive rates are very detrimental to the interest of the business community of this country, and whereas the reducing of the express charges on the western division would

result in a very material increase of business done, therefore be it resolved that the Dominion Express Co. be memorialized and requested to reduce the rates on the western division to a point but little, if any, in excess of those charged in the eastern provinces.

In speaking to the motion, Mr. Ashdown made a comparison of eastern with western express charges, showing that the latter are greater for similar distances by 33⅓, 50, 66⅔, and even 100 per cent. The rates, he said, were such that comparatively little stuff was carried by express; a reduction, he held, would increase the traffic.

Mr. J. Agnew seconded the motion, Mr. Thorburn, of Broadview, supported it, and it was adopted without further discussion.

C. P. R. FREIGHT RATES.

A motion was introduced by Mr. J. H. Ashdown, and after discussion was amended and adopted in the following form :

Whereas it is advisable that trade between the different points within the province of Manitoba and the Territories to the west of us should increase to the greatest possible degree, and whereas the rates charged on the various lines of communication have much to do with the increase or otherwise of the said traffic, and whereas the rates of freight charged on the Canadian Pacific Railway from point to point within Manitoba and the Northwest Territories are very greatly in excess of the rates charged for similar service in the eastern provinces on that road, Therefore be it resolved that the Dominion Government be memorialized and asked that in any arrangement with the Canadian Pacific Railway Co. looking to the construction of the Crow's Nest Pass railway, the purchasing of lands or other dealings, that the matters of rates of freight on the western division be taken into consideration and such arrangement made as will bring them down to but little, if any, over the rates prevailing in the eastern provinces.

Mr. Ashdown claimed that the progress of the country had been retarded by the railroad freight rates. The C. P. R. was built for the country; a large amount of land was given to the company and held for an increase of value. There was no reason why the rates through the wheat lands should be so much in excess of those to the east. The traffic, he held, would have been double what it is if there had been a more liberal policy in regard to land and freight rates. There should be lower rates of freight on produce going out. If the policy outlined by Mr. Van Horne had been carried out, and grain had been carried at a little over cost, fuel at cost and building material at a little over cost, instead of the adoption of a policy of taking as much as the traffic would bear, great advantage would have resulted to the country. The company had had representations made, without effect; there was no hope that it would do anything; hence it was necessary to ask the Government to intervene. The policy of charging a certain percentage over eastern rates had been adopted. On all classes of merchandise the increase was at least 50 per cent.

Mr. R. A. Williams, of Regina, seconded the motion. He gave several instances. He had shipped from Regina to Golden, B.C., produce which cost $150 and the charge was $189.

President King wished for a reconstruction of the preamble. He said the through rates were less on all railroads than local rates.

In the discussion that followed those taking part were Messrs. Geo. Pocock, Emerson, McPhail, Johnston, H. S. Paterson, J. H. Brock, A. Macdonald, Wm. Trant and G. F. Carruthers, after which the motion was carried without opposition in the form in which it appears above.

ASSESSMENT OF MERCHANTS' STOCKS.

Mr. R. T. Riley moved and Mr. G. F. Carruthers seconded the following resolution :

That the assessment of stocks of merchandise for municipal taxation, as at present, should be abolished—a system of taxation based on rental value or income being considered fairer. The mover pronounced the present system of assessment of stocks a farce as now carried out; and he said that if carried out it would be found so unjust that there would be a general outcry against it. He gave examples of inequalities. In one case stock and fixtures, worth $41,000, had been assessed at $3,600; three stocks worth respectively $30,000, $120,000 and $66,000, had been assessed in one year at $20,000 each. A stock of $8,000 to $12,000 had been assessed at $2,000 only. This system of taxation was wrong. The merchandise in one's possession does not represent his ability to pay taxes. He favored a system of rental, or income tax.

The resolution was unanimously passed.

Mr. Thos. Gilroy moved and Mr. A. Strang seconded a resolution pointing out the need of increased population in Manitoba and the Northwest and making the following recommendations as a means of securing that end :

1. That far more effort be used than has yet been made. 2. That much larger appropriations be set aside for immigration in accordance with its importance as necessary and profitable public expenditure. 3. That united effort be used and strictly business-like methods, free from party influence. 4. That wise selection be exercised and thoughtful attention be given to the needs and facilities of incoming home-seekers in order as far as possible to encourage and help them to attain the comfort and ultimate success so readily within the reach of men of the right kind. This convention is also deeply impressed with the great value and need of individual exertion, and would pledge the members thereof, and urge on each and every one of the community to try and do something to help along the common good, and thus secure the rapid and substantial progress which the advantages and attractions of Canada should unquestionably command.

The resolution was adopted.

On motion of Mr. Paterson, seconded by Mr. Denison, it was referred to the Winnipeg Board of Trade to appoint a committee to carry into effect the resolutions of the convention and forward them to their proper destinations.

Mr. Ashdown said that he had fallen in heartily with the idea of a convention; and he hoped that it would be only the beginning of meetings of this sort. If other questions of importance to the country were considered they would perhaps be able to accomplish, 12 months hence, more than had now been done. He was glad to see so many of his friends from the country present, and hoped they had had a pleasant time.

On motion of Mr. Thos. Gilroy, seconded by Mr. D. W. Bole, a vote of thanks was tendered to Mr. King, president, and Messrs. Paterson and Denison, vice-presidents. Mr. C. N. Bell, secretary, was also thanked for his services.

On motion of Messrs. Bole and Paterson, thanks were voted to the Mayor and City Council of Winnipeg for their kindness; on motion of Messrs. McGurl and Noble, to the Winnipeg Board of Trade, and on motion of Messrs. Ashdown and Gilroy, to the railroad companies for reduced rates.

The convention was closed shortly after 11 o'clock on Friday night.

STRASSBERG TRUFFLE AND GOOSE LIVER SAUSAGE.

For this sausage, which should be made frequently in small quantities, in order to keep it juicy, make batches of about 10 lbs. Use 2 lbs. white calf's liver, cut into thin slices, broiled a little in hot water, chop up a little; then add 8 lbs. pork of young solid hogs from the belly and neck, half fat, half lean, and chop the pork very fine.

Then roast to a light yellow in fresh butter, 4 pieces shelots, rub them fine with a pinch of salt, and add same to the mass.

Then take 5¼ oz. salt, ½ oz. finely ground white pepper, 76 grains best white ginger, 76 grains mace, finely ground.

Mix well with the mass and taste; this sausage, which is regarded as a fashionable delicacy, should not be too sharp.

Then cut 7-oz. nice, red salted boiled tongues into fine dice, about half-grain size, add 1¾ oz. Perigord truffle in dice about the same size, and mix it to the mass.

When all is well distributed, throw firmly into the stuffing machine and stuff lightly into very wide fresh hog guts. The sausage should not be longer than one foot; if it is made longer there is danger of its being dry and parboiled at the thin ends.

Boil the sausage from three-quarters of an hour to an hour, according to thickness; on being pricked, the fat which exudes should be perfectly clear and white. Boil in clear broth; never boil with blood sausage. When finished, put into cold water which is frequently changed, until sausage is perfectly cold. This procedure keeps the juice nice and white.—National Provisioner.

COST MARKS FOR GOODS.

A WRITER in an exchange, who has evidently devoted some time and study to the subject, has recently been compiling for the use of long-suffering business men, a list of keys for cost marks on goods, and below is given the result of his labor.

Ever since the shopkeepers bought at wholesale and sold at retail it has been a time-honored custom to mark the cost and selling price upon articles for sale. That these marks, or at least the cost mark, may be clear and enlightening to the merchant and his employes, while baffling and untranslatable to the rest of the world, considerable ingenuity is sometimes employed, but the average man is content to take some easily rememberable word having ten letters to represent the ten Arabic numerals.

The choice of a cost mark is an easy matter. The most common one is the first ten letters of the alphabet. Next to that, the last ten. But these are quickly guessed. Better than these are words (one or more) which have ten letters. All that is necessary is to be careful to choose a word or phrase in which there are no duplicate letters. For instance :

1 2 3 4 5 6 7 8 9 0
B R I S K T R A D E

will not do, because 2 and 7 are represented by the letter R. Substitute "Quick" for "Brisk" and the cost mark will be all right.

If you are leaning toward the prohibition party this might suit you :

1 2 3 4 5 6 7 8 9 0
B A D W H I S K E Y

Here are a few words or phrases which are used for this purpose. A merchant must be very particular if he cannot be suited in such a list.

You might get a "Snug Profit" or a "Cash Profit." If you keep a "Gainful Job," you must stick to the "Big Factory." If you are a "Big Scholar," you would be an "Elucidator" of what is "Profitable." Keep in mind the "importance" of attending to your own business. Keep away from the law. Don't be so "Friendly" with the disciples of "Blackstone" as to get upon the wrong side of the "Prison Gate."

More than one firm uses the name "Jane Bishop" or "Bishop Jane." The writer knows a David Wilson who uses "Wilson Dave," and also another whose name, "John Bagley," is his cost mark.

Better than any of these, however, is a lot of letters which will not spell anything. Such a cost mark is a little more difficult to memorise, but, once learned, it is better, as it lessens the chances of guessing or making it out. I have heard of "Wig But Kymp" being used for this purpose.

Another way is as follows : If an article cost 3s. 6d., the cost is made by adding one to each of the numerals, and placing 1 each side of it, thus :

3 6
1 4 7 1

This is quickly legible to the initiated, but baffling to the guesser.

A very good plan is to draw two upright lines, with two across them, thus making spaces for the nine numerals, thus :

2	4	6
8	9	1
3	5	7

The figures can be arranged to suit. The symbol which surrounds the figure is used to represent that figure. For instance, a figure like a U with square shoulders would represent 4, and one like an L would mean 6. The square would stand for 9. Either an O or an X could be used for a cipher.

This scheme may be modified by turning the figure cornerways, in which case the hieroglyphics would resemble V or Λ or portions of a diamond.

Such a list should satisfy the demand of any reasonable person in need of a cost mark. There are thousands of others, but enough have been given to show what can be used. If there are none there which suit the reader, he is invited to hunt one up, or make one to suit himself.

IMPROVEMENT IN THE PACKAGE SYSTEM.

THE retail grocer who can look back over years of experience in the business of filling orders behind the counter has had more than one occasion to speculate on the improvements that are to come with the steady advance in methods and appliances for doing business. It would seem only a comparatively short time since every article of food came in bulk. Huge boxes and bins contained the different kinds of groceries, and from these receptacles the grocer was obliged to scoop out the desired quantity, weight it, throw back the surplus, and then wrap the purchase in an unwieldy piece of brown paper. This took considerable time and demanded a knack acquired by long experience. These parcels were awkward to carry and frequently caused the customer no little annoyance through breakage or coming untied. The first improvement of note was the paper bag, but this did not do away with the bins and trouble of weighing. It was not until manufacturers generally adopted the system of putting up many of the leading staples in paper boxes that grocers began to appreciate what had been done for them.

Oatmeal and the other cereals were probably the first substances upon which the new plan was tried, and the form in which they now come, in pasteboard boxes, has been familiar for several years. Later, all kinds of dried fruits—apples, peaches, raisins, currants, figs, dates, etc.—were likewise put up in weighed packages in the same manner, instead of being kept, as formerly, loose in large receptacles. Tea is frequently sold now in packages, though that is a more recent development, and has not yet become as common as the others. Coffee is also sold in the same way, though many people will not buy it so, for fear that it has lost some of its aroma. It is quite true that this loss does take place easily, and to prevent such deterioration the grocers have the packages put up freshly each day from the air-tight bin in which the bulk of the coffee is kept.

The package system now extends to almost every staple—not only in the line of "dry," but wet goods, including even soups.

This custom not only saves time, but a more important advantage is that it maintains a better quality of each article. When articles of food are kept in bins or barrels they are exposed more or less to the effects of the climate and dust, to say nothing of the sampler. It is also much easier for the grocer to take stock and prevent dishonesty.

When staples were first introduced in package form they cost a trifle more on account of the additional cost of the box, but competition has about done away with this, as factories are operated on an extensive scale. In many of the larger plants manufacturers own and control special machinery for making and filling boxes, which reduces the cost to a minimum. This is especially true of the great coffee roasters and baking powder manufacturers. Cracker bakers are now extending their business in this direction with good results, and more recently sugar refiners have taken up the package system, although they were forced into it by the competition of the Arbuckles, who have for some time made it a feature of their business.

Looked at from an advertising point of view, the opportunities for the grocer to keep his name before his customers are not so good with ready-made packages, as the space is entirely taken up by the manufacturer. The shrewd grocer will not get left, however. It is a simple matter to have neat strips printed, bearing the name and card of the retailer.—Chicago Grocer.

Your Customers are getting tired of Apples

Give them something for a change. We have a large assortment of DRIED PEACHES, APRICOTS, EGG PLUMS, Etc., at low prices. Send along your orders.

H. P. ECKARDT & CO., WHOLESALE GROCERS, **TORONTO.**

HAMILTON CASH REGISTER

Manufactured by the

Hamilton Brass Mfg. Co.

HAMILTON, ONT.

Before buying a Cash Register, write to the Hamilton Brass Mfg. Co., and we will guarantee to save money for you in the price you pay for a Cash Register and in the handling of your business.

The Hamilton Cash Register is a duplicate of the National Cash Register, and is of the highest class. You can make no mistake in buying the Hamilton Cash Register, as the National Cash Register Co. will pay you in cash the full amount you pay for a Hamilton Cash Register. This they advertise to do, and give their agents instructions to carry it out, and in some cases the agent has offered $35 more for a Hamilton machine than what was paid for it. This should satisfy you that the Hamilton Cash Register, if not the best, is equal to the National in every respect.

We have a number of the National Cash Registers on hand, both new and second-hand, which we have taken out and replaced with the Hamilton Cash Register. We now have those machines for sale for about one-half the price which was paid the National Cash Register Co.

Write for catalogue and particulars of Cash Registers, Cash Carriers, and Store Fixtures of all kinds.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

TRADE conditions locally are much about the same as a week ago. They evidently are no better at any rate. The volume of business during January was larger than the corresponding month a year ago. All wholesalers appear to be agreed on that point. They also agree that February has so far been diappointing, and they all ascribe it to the proposed revision of the tariff. The only line in which there is any activity is tea, and while the wholesalers are buying less freely than they were, the retailers, on the other hand, are buying more freely. A further advance has taken place in currants, and ginger and tapioca are both cabled dearer. Payments are moderate only.

CANNED GOODS.

The feeling in regard to canned tomatoes and peas continues strong, notwithstanding the fact that business is almost at a standstill. Some of the wholesale houses have advanced their ideas in regard to tomatoes from 2½ to 5c. per dozen. There are no features to note in other lines. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 60 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, $1.15 to $1.30; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.37½ to $1.40; "Maple Leaf," $1.37½ to $1.40; Lowe Inlet, $1.30 to $1.35, in tall tins; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.20 to $2.40 for tall tins; flats, $2.85 to $2.90; Canadian canned beef, 1's, $1.20 to $1.35; 2's, $2.30 to $2.50; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

The outside coffee markets rule dull. Locally there is a fair demand, although the volume of business is not as large as it was a week or two ago. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There are not many offering, and there are not many wanted. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The market is dull. With the falling off in receipts in New Orleans higher prices in that description of molasses are looked for. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Refiners' agents report that while the demand from wholesalers is a little better than it was a week ago, business on the whole is decidedly dull. Deliveries are reported by some refineries to be a little better. The raw market has touched the lowest point ever known. The outside markets are dull. Wholesalers report only a hand-to-mouth demand. The ruling wholesalers' quotations for granulated are 4 1-16 to 4.10c. per lb. and for yellows, 3.35c. upwards.

SPICES.

The general tone of the spice market is still strong. Ginger is cabled ½c. per lb. dearer. On Monday last London advised a rise of 3¼c. in Singapore pepper. Advices received in New York quote cloves ¼c. dearer and China cassia a trifle dearer. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

NUTS.

Beyond an upward tendency in shelled almonds there is no feature in the nut market worthy of note. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bor-

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"SALADA"

CEYLON TEA

has had the above phenomenal increase during 1896. We propose that it will increase 200 per cent. during 1897.

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There is the best material in it.
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BRANCHES—
MONTREAL : Board of Trade Building.
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deaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots ; Naples filberts, 11c.; pecans, 12 to 12½c. ; hickory nuts, $1.50 to $2 per bushel; Canadian walnuts, $1 per bushel.

RICE, TAPIOCA, ETC.

The rice market continues strong, mainly on account of the large purchases of this article for distribution in India. Tapioca is firm with prices 1s. 3d. higher than it was the beginning of the month. We quote : Rice, Standard "B," 3⅜ to 3½c. ; imported Japan, 5¼ to 5¾c. ; tapioca, 3¼ to 4½c. ; sago, 3½c.

TEAS.

The retail trade appears to be paying a little more attention to the purchasing of teas, but wholesalers are buying less than they were a week ago, partly owing to the fact that their stocks are now getting heavy, and partly due to the danger that teas bought now in London might not reach this country until after the new tariff is brought down, when a duty may be placed on this commodity. On Thursday and Friday of last week some of the London houses cabled their agents in Toronto to the effect that, in view of the nearness of the time when the new tariff will be brought down by the Canadian Government, they would not undertake to deliver teas bought after Tuesday, the 9th inst. In teas on spot a good business is still being done. This applies to Indian, Ceylon and China teas. There is little or nothing doing in Japan teas, principally due to the fact that there are but few offering from first hands. Ruling prices on the Toronto market to retailers are : Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades ; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades ; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades ; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

The advance of 6d. noted last week in the price of currants has been followed by another similar advance. Some of the local wholesale houses have advanced their ideas on Filiatras and Amalias ⅛ to ¼c. per lb. The demand is moderate. We quote: Provincials, 4⅛ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do , half-bbls., 4¼ to 4½c.; Patras, 5 to 5⅛c. in bbls., 5 to 5⅛c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are still quiet. We quote : Off stalk, 5 to 5¼c. ; fine off-stalk, 5¾ to 6c. ; selected, 6¾ to 7c.; layers, 7 to 7½c.

In Malaga raisins a few orders are being received. We quote : Dehesa clusters, $3 to $4 ; Non Plus Ultra, $5 to $5.50 ; Imperial bunches, $4.50 to $5 ; Imperial Russian clusters, $4.50 to $5.

A few orders are being received for loose muscatels, but they are only for small quantities. We quote : 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are dull and wholesalers are marking down figures in order to effect sales. Wholesale quotations are : 10 oz., 7½c.; 10 lb., 9 to 10c. ; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Dates are quiet, as before. We quote : 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee, net figures.

California evaporated fruits are receiving a little more attention this week, both from wholesalers and retailers. We quote : Peaches, 7 to 10½c. per lb., according to quality ; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Prunes of California growth are receiving a little more attention, but it is scarcely worth noting. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c. ; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb. ; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 11½ to 12½c.

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PORK PACKER, Etc., Etc.

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Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

SAY! HAVE YOU TRIED OUR "DATE PALM"

NAVEL ORANGES?

THEY BRING AND HOLD CUSTOMERS

CLEMES BROS., - Toronto

GREEN FRUIT.

The orange trade has been decidedly quiet, but the demand is beginning to improve a little. Lemons are in fair demand, but prices are low. The banana trade is moderate. The apple market is a little better in England. Locally there is not much doing. We quote: Oranges—Valencias, ordinary, 420's, $3.50 to $3.75 per case; 714's, $4 to $4.25 per case. California navels, $3.50 to $4. Lemons — Messinas, $2 to $2.25 per box for fancy, and $1.75 to $2 for choice; cocoanuts, $3.75 a sack and 60c. per doz.; apples, $1 per bbl. for greenings and Baldwins, and $1.50 for spies; onions, $1.25 per 80 lb. bag for Danvers; cranberries, Cape Cod, $5 to $7 per bbl. and $2.50 per case; Canadian cranberries, $4 to $5 per bbl.; bananas, $1.25 to $1.75; grape fruit, $5.50 to $6 per box.

BUTTER AND CHEESE.

Butter — Receipts are not as large as they were, although there is still too much of poor quality coming forward to allow the trade to feel comfortable. Prices are much about as before. We quote: Dairy butter—Tubs, 11 to 12c. for good to choice; low-grade to medium, 7 to 8c.; pails and crocks, 11 to 12c.; large rolls, 11 to 12c. for choice, and 8 to 9c. for low-grade to medium; pound prints, 13 to 14c. Creamery—Tubs, 19 to 20c.; 1-lb., blocks, 20 to 21c., according to make.

Cheese—The English market is higher and the local market is firmer in consequence. Prices are firm at 11 to 11½c.

COUNTRY PRODUCE.

Beans—Still dull. We quote 50 to 60c. for ordinary and 70 to 75c. per bushel for hand-picked.

Dried Apples—There is a little doing in an export way, but it appears to be only in the choicest fruit, for which 2½c. f.o.b. is being paid. Jobbers report business dull at 2 to 2½c. per lb. for choice.

Evaporated Apples—There is no demand. Jobbers are quoting 3½ to 4c.

Eggs—Eggs are weaker on account of liberal supplies. The demand is good for new-laid. We quote: New-laid, 14 to 14½c.; limed, 10 to 11c.

Poultry — Receipts are light and all offering is taken. We quote: Chickens, 35 to 50c. per pair; turkeys, 7 to 8c.; geese, 6½ to 7½c.; ducks, 50 to 70c.

Potatoes—There have been transactions on track at 23c., and 25c. is the very out-

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We beg to notify the Wholesale Grocery Trade that we have to offer best values in

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also have on hand full lines of

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Samples and particulars on app cation. Wholesale supplied only.

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Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

Established 1892.

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JAPAN JAVA

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RICE

MILLS BRAND

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G. F. & J. GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**

42 SCOTT St. TORONTO.

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons Biscuit Manufacturers **Owen Sound.**

side figure. For lots out of store 30 to 35c. is the idea.

HONEY—Very little doing. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts are small and prices are a little higher than they were a week ago. We quote: Wheat, 81 to 82c. for white and 79 to 80c. for red, and 63 to 64½c. for goose; oats, 22 to 23½c.; peas, 41 to 42c.

FLOUR — Trade is quiet and prices unchanged. We quote in carloads on track, Toronto: Manitoba patents, $5.05; Manitoba strong bakers', $4.65; Ontario patents, $4.40 to $4.75; straight roller, $4, Toronto freights.

BREAKFAST FOODS—Quiet and unchanged. We quote: Standard oatmeal and rolled oats, $3.00 in bags and $3.15 in bbls.; rolled wheat, $2.60 in 100-lb. bbls.; cornmeal, $2.40 to $2.50; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH AND OYSTERS.

There is a fairly good demand for fresh water herrings, Labrador herrings, and white fish and trout in kegs. White fish in kegs are scarce. We quote: White fish 6c.; ditto in kegs, $5 to $5.50; trout, 6c.; ditto in kegs, $4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.25 to $2.75 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless cod, 3½c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 6½ to 7c.; sea herring, $1 per 100; fresh water herring (heads off), $2.50 per keg; smelts, 6 to 9c. Oysters are quoted at $1.25 for standards, and $1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

The provision trade keeps quiet and prices unchanged. Dressed $4.25 to $5.

DRY SALTED MEATS—Long clear bacon, 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9 to 9½c.; medium, 15 to 20 lbs., 10c.; small hams, 10½c.; backs, 9½c.; shoulder hams, 6¾c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6¼ to 6½c.; tubs, 6½ to 6¾c.; pails, 6¾ to 7c.

BARREL PORK—Canadian heavy mess, $12; Canadian short-cut, $12 to $12.50; clear shoulder mess, $10.

SALT.

The improvement noted last week has been maintained. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Trade remains quiet and prices unchanged. We quote: Red clover, $3 to $4.50; alsike, $3 to $4.25; timothy, $1.10 to $1.50.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7¼ to 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5c. to 6c. for No. 2. Sheep and lambskins, 90c. to $1.

WOOL—The market is steady. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

PETROLEUM.

A fair trade is still being done. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

California oranges are again a trifle dearer on the Coast.

Tapioca has advanced 1s 3d. per cwt. since February 1.

A cable received in Toronto on Monday noted an advance of equal to ½c per lb. in ginger.

Another advance of 6d. has taken place in currants according to cables received from Patras.

QUEBEC MARKETS.

MONTREAL, FEB. 11, 1897.

GROCERIES.

THE grocery market exhibits no improvement whatever, and business in all lines is confined strictly to actual wants owing to the tariff uncertainty. In fact, the only line that presents the slightest appearance of life is tea, in which there has been further speculative trading this week. Sugar continues dull and shading is reported in some cases in the effort to court demand. Syrups are the same way, and the enquiry for molasses that traders expected after the first of the month has failed to put in an appearance. Dried fruit, canned goods, nuts, etc., only furnish a small scattering sort of trade.

SUGAR.

There has been no improvement in the sugar market here during the week, and buying is confined to a small hand-to-mouth business. The outside situation, which has fluctuated quite frequently lately, has absolutely no influence on local prices. Some tendency to shade these is noted in the efforts to induce demand, but not of a nature to call for any alteration in the range as quoted last week. At the refineries car lots of granulated are offering at 3⅞ to 4c., and yellows, 3⅞ to 3¾c., net. In a jobbing way prices are as follows: Granulated, 4 to 4⅛c., and yellows, 3¼ to 3¾c., as to grade.

WE ARE *PAYING CASH* FOR **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

What We Say

in our advertisements is simply what we know about our goods. We tell you these facts hoping to convince you to give us a trial order. That your customers will appreciate the good qualities of our goods we are sure. We are perfectly willing to abide by

What They Say

knowing that the favorable verdicts we have received from such trials in other districts will be upheld by your customers. Now this advertisement also solicits a trial order. We are waiting to hear

What You Say

Crown Brand Flavoring Extracts

We realize the impossibility of conveying to the consumer in words any idea of the difference between so-called "flavoring extracts" and Crown Brand. But these words should bring a trial order from you by next mail.

"YOUR MONEY BACK IF YOU WANT IT."

Crown Brand Club House Cheese

An absolutely pure full-cream cheese. Before we placed our "Crown Brand" on it we were sure of its purity and excellence. All who have tried it are satisfied to look no further.

PACKED IN 5 OUNCE AND 8 OUNCE JARS.

ROBERT GREIG & CO.

MONTREAL.

SYRUPS.

The syrup market is positively lifeless. Sales for the week have been confined to a few scattered transactions at 1⅜ to 1⅞c. per pound.

MOLASSES.

The traders who expected a demand for molasses to set in with the opening of the present month have been completely disappointed. A few car lots of Barbadoes have changed hands at 28c. In round lots we quote Barbadoes at 29c., mixed 27c., Porto Rico 27½c., Antigua 23c. and St. Kitts 24c., while in a jobbing way the basis ranges from 29 to 31c., according to grade. Cables state that the market at Barbadoes has opened at 11c., but the figure is a nominal one, as no business has been reported yet in new crop.

RICE.

Business in rice continues very quiet with no change in prices. We quote: Crystal Japan, $5 to $5.25; standard B., $3.50; Patna, $4.50 to $5.25; Carolina, $6.75 to $7.75, and Java, $4 to $4.25.

SPICES.

There has been no change in the spice market. Demand is light while values in pepper are firmly held. We quote: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 50 to 85c.

COFFEE.

Demand for coffee is confined to small lots, business, on the whole, being inactive. Prices generally are steady, Maracaibo to arrive being quoted at 17½ to 18c. We quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

The activity noticed in the tea market lately continues in a speculative sense, but otherwise the jobbing and distributing demand is exceptionally dull. Values generally are firm, round lots of Japans selling up to 16c. for mediums. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

Valencia raisins have moved in a small jobbing way at firm prices. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

Advices from the Coast are very firm on California raisins and stocks here are light. Prices range as follows: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Loose Malaga raisins move along quietly at 7 to 7½c. for medium and 8 to 8½c. for high grades. Sultanas are unchanged at 7 to 12c., as to quality.

Currants are without feature. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

There is a fair local demand for prunes, but it is confined to immediate wants. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

Figs are quiet and rather easier for the inside figure at 7½ to 10c.

There is a moderate enquiry for dates at 5½ to 6c.

Evaporated California fruits are quiet and steady. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

NUTS.

There is no change in nuts, business ruling quiet. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoa nuts, $5 per 100.

CANNED GOODS.

Business in canned goods continues quiet. Stocks are not excessive in the case of vegetables, which are held firm, but in other lines traders are supplied for some time ahead. We quote as follows: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $2.75 to $3 for 3's, $1.75 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

LEONARD BROS.'

Montreal House

Are offering their usual large variety of

Fresh Frozen Fish

FRESH AND SALT WATER

Ask for Quotation

24 and 26 Foundling Street

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A Pertinent Enquiry

HAVE YOU USED

Golden Haddies?

Without a doubt the most DELICIOUS Canned Fish put up. . . . . .

The fish used in GOLDEN HADDIES are cured, smoked and canned immediately after being caught, thereby retaining their Delicate flavor and bright Golden color. In full pound cans. Every can guaranteed.

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GRIMBLE'S English Malt

Six GOLD Medals VINEGAR

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . .

JOHN E. MARSHALL

118 Commercial St.,

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D. H. RENNOLDSON,

Agent in Montreal.

TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK

Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

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COTTAMS BIRD SEED

occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers

APPLES
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TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL .. **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

CHEESE.

The English markets have been advancing for some days and Cheese will be higher. We have:

CHOICE FALL MADE
LARGE SIZE CHEESE
TWIN CHEESE
STILTON CHEESE
"STAR" CREAM CHEESE
"PEPSIN" CREAM CHEESE
"MEADOW SWEET" CHEESE

Write for quotations.

F. W. Fearman
HAMILTON
HAMS, BACON, LARD.

FISH.

Pickled and salted fish continue much as they were last week. Demand is quiet. We quote, in a jobbing way: No. 1 green cod, $4.50; No. 1 large, $5.25; No. 2, $3.40; No. 1 green haddock, $3.40 to $3.50; No. 1 B.C. salmon, $12.50 to $13 per barrel; Labrador, $13 to $13.50 per barrel; genuine Labrador herrings, $4.75; No. 1 N. S., $4; No. 1 lake trout, $3.60 to $3.75.

In fresh fish the only change is in fresh herrings, which rule lower at 65 to 90c. We quote: Haddock and cod at 2¾ to 3¼c.; steak cod, 3½ to 4c.; smelts, 3 to 5c.; salmon, 11 to 12c.; Manitoba pike, 3½ to 4c.; dore, 5 to 5½c.; white fish, 6c.; fresh herrings, 65c. to 90c. per 100.

Smoked fish continue quiet and steady. Haddies range from 6 to 7c. Yarmouth and bay bloaters, 85c. to $1 per box; kippered herrings, $1.25 to $1 50; ciscoes 50c. per basket, and smoked herrings 10c. per box.

Dried and boneless fish were quiet and steady. We quote: Cod, $3.75 to $4 per cwt.; pollock, $1.65 to $1.75 per 100 lbs.; skinless cod, $5.10 to $5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb.

GREEN FRUIT.

The green fruit market is quiet with business of a hand-to-mouth character. Lemons are unchanged while Jamaica oranges rule firm. Valencia oranges are easy. We quote as follows: California oranges, $4 to $4.25 per box; Florida oranges, $5 to $5.50 per box; Valencia oranges, $3.50 to $4 per box; lemons, $1.75 to $2.75 per box, and $5 per chest; cranberries, $1 to $4.50 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, $7.50 to $8.

APPLES.

There has been no improvement in the apple market. Values are unchanged at 90c. to $1.40 for No. 1, and 40 to 85c. for No. 2.

DRIED APPLES.

These show no improvement. Offers are freely made of 2½ to 3c. laid down in Montreal, and we quote 3 to 3½c., and evaporated, 3¾ to 4¼c.

COUNTRY PRODUCE.

EGGS—Free receipts of new laid eggs dur-

It Has No Equal
BROCK'S BIRD SEED
We know it because
The Wholesaler sells more. The Retailer sells more
The Customer buys more.
It pays to handle such goods.
NICHOLSON & BROCK - TORONTO

BUTTER
Large roll, pounds, pails, crocks, tubs, in good demand. We can sell any quantity of good stock. Send us a trial shipment.
Correspondence invited.
References, Bradstreet's Mercantile Agency.
H. P. GOULD & CO.
Wholesale Produce and Commission Merchants,
33 Church St., TORONTO

LARD
Special prices for this week. It will pay you to order now. . . . . .
The WM. RYAN CO. Ltd.
70 & 72 Front St., East
TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

HAM AND EGGS
NOTHING NICER, if you eat "MAPLE LEAF" Brand HAMS or BREAKFAST BACON.
We have the eggs too—fresh, new-laid stock every day.
D. GUNN, BROS. & CO.
PORK PACKERS,
TORONTO

ORANGES
Special Fancy California Washington Navels. Fancy New Valencias.
Fancy Messina Lemons,
Malaga Grapes, New Nuts,
Figs and Dates. . . .
HUGH WALKER & SON
GUELPH, ONT.

ing the past week have resulted in a slump in prices. We quote : New laid, 17 to 18c.; Montreal limed, 12½ to 13c.; Western limed, 11 to 11½c., and cold storage, 11 to 12c. per dozen.

POULTRY—There was no change in the situation of the poultry market. The receipts continue small, and buyers have some difficulty in filling their wants with fresh stock. Turkeys, 8½ to 9c.; spring chickens, 6½ to 7c.; frozen stock, 3 to 5½c.; geese, choice, 6 to 7c.; frozen, old, 5 to 5½c., and ducks, 7½ to 8c. per lb.

BEANS—The demand for beans continues slow, and prices are easy at 70 to 75c. in car lots and at 80 to 85c. in a jobbing way.

POTATOES—There was no change in potatoes, sales being slow at 35 to 40c. per bag in car lots, and at 45 to 50c. in a small way.

ONIONS — Have continued in good demand at $1.75 for red and $2 to $2.25 for yellow.

HONEY—There is no change in honey which is dull at 11 to 12c. for fancy comb stick in small cases and 8 to 10c. in large.

PROVISIONS.

There was no improvement in the local provision market. The demand continues of a hand-to-mouth character and prices rule easy. We quote as follows : New packed Canadian pork, $11 to $12 ; old at $10 to $10.50 per bbl. ; pure Canadian lard, in pails, at 6 to 6½c., and compound refined at 5c. per lb. ; hams, 9 to 10c., and bacon 8½ to 9½c. per lb.

The feature in the dressed hog market continues to be the easy feeling for heavy-weights and prices show a decline of 5 to 10c. per 100 lbs., with recent sales of car lots at $4.35 to $4.40 per 100 lbs. and in a jobbing way at $4.75. Light hogs ruled steady and met with a fair sale at $5 to $5.15 in car lots, and at $5.25 to $5.75 in a small way.

FLOUR, MEAL AND FEED.

There has been little change in the flour market, though demand has been somewhat better this week, and some export business on Belfast and London account, amounting to 5,000 sacks, was put through. We quote: Winter wheat patents at $4.45 to $4.70; straight rollers, $4.20 to $4.30; and in bags, $2.10 to $2.15. Manitoba spring wheat, patents, $4.90 to $5.05 ; and strong bakers', $4.25 to $4.75.

Business in oatmeal continues very quiet and the market is dull and easy at $3.20 to $3.30 for rolled oats in wood, and at $1.60 to $1.65 per bag.

In feed Manitoba millers in some cases advanced prices for bran $1 per ton at all western points, which makes the price now $11, including bags, and state they are not offering any in this market. Ontario dealers, however, are selling at $9.50 to $10, including bags, and Ontario at $9 to $9.25 in bulk.

HAY.

The large receipts of baled hay continue to have a depressing effect on the market, and prices have scored another decline of 25c. per ton, recent sales of No. 1 having been made at $9.50 to $9.75, and at $8.25 to $8.50 for No. 2 per ton in car lots.

CHEESE AND BUTTER.

The cheese market is without interest. It is now claimed that some of the recent high-priced purchases were made on speculation, and that about 1,000 boxes are still held for sale here.

The butter market was unchanged. Local demand is of a fair character at steady prices, viz., 19 to 20c. for creamery. Exporters have been doing a little also within this range, but the difficulty is to obtain the right kind of stock for the English market. Roll dairy continues at 12 to 13c.

MONTREAL NOTES.

The Barbadoes molasses market has opened at the Islands at 11c.

It is reported that prices have been shaded in some cases on sugar in an effort to induce demand.

Speculative transactions in all kinds of tea are again noted this week, but otherwise the market is lifeless.

Fully ten cars of Canadian onions have been taken from this market by American buyers during the past fortnight.

Traders who expected that enquiry for molasses would pick up after the opening of the present month have been disappointed.

Heavy-weight dressed hogs continue to glut the market, receipts increasing this week. As a result, prices have slumped off another 10c. or so.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Feb. 11, 1897.

THE week has been an active one. The export business has been large, besides the regular English steamer one clearing for Bermuda. Tea bought to arrive before the House meets has begun to arrive in large quantities, both by C. P. R. direct shipments and from England. The quantity bought is large, a number having from one to upwards of 5,000 chests. In spice there is some enquiry for spring stock. Prices show little change. As a rule at present New York quotations are lower than those from London. While cream of tartar remains low, it is rather higher than last week. Collections are rather better since the first of the month. Molasses, pork and oatmeal have been sold at cut prices during the week.

OIL—There continues to be a light movement in burning oil, the trade in lubricating occupying the attention of the dealers. Owing to the large lumber interests of this province and Nova Scotia there are a great many large mills to be supplied. There is also a large quantity used by other manufacturers and machine men, making the lubricating business a valuable one. We quote : Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c. ; prime, 16 to 17c.

SALT—The demand is dull. The Bay fishermen do not begin to use any large quantity till summer, and they are already well supplied with what they will then need. Quite a quantity of both fine and coarse English salt is daily expected. Not only is coarse salt brought by the Liverpool steamers for Western Canada, but also quite a large quantity of fine, some of it being of the finest grade. We quote : Coarse, 45 to 50c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each ; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz

CANNED GOODS. — Packers hold such stock as they still have on hand firmly, particularly peas, tomatoes and peaches. In oysters there is a better inquiry from the trade. Prices show no change. The best grades are chiefly sold here, there being practically no demand whatever for light-weights. We quote as follows : Corn, 65 to 70c. ; peas, 75 to 90c. ; tomatoes, 80 to 90c. ; gallon apples, $1.80 to $2 ; corned beef, Canadian, $2.25 to $2.35 ; American, 2-lb tins, $2.40 to $2.50 ; 1-lb tins, $1.30 to $1.50 ; oysters, 2's, $2 to $2.20 ; 1's, $1.45 to $1.65 ; peaches, 3's, Canadian, $2.75 to $3 ; 2's, $1.90 to $2 ; pineapple, $2.25 to $3 ; salmon, $1.30 to $1.40; lobsters, $2.20 to $3; haddies, $1.25 to $1.30 ; clams, $5 for 4 doz ; chowder, $2.60 to $2.75 for 2 doz. ; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

DRIED FRUIT—In prunes, while there is still little demand, the market begins to be firmer, and prices must go higher. But for the light demand this would have happened before. Quite a few Bosnias are daily expected. Onions remain firm at the advance of last week, and show a fair demand. Evaporated apples begin to occupy the attention of wholesale dealers. California raisins are daily expected. Owing to advanced cost they will have to bring higher price than those here. At present the market is almost bare. Some Valencia layers and Malaga loose muscatels are to hand from New York. Two small shipments of dates are to hand this week. The stock is light and prices held firm. We quote : Valencias, 5 to 6c. ; California L.M. 3-crown, 7½ to 7¾c.; London layers, $1.75 to $2 ; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7½c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 3 to 5c.; dried

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

Heinz's Pickles.

The Germans have taught us some things. One is how to make Sauer Kraut, and the English and French speaking people are rapidly learning to like this substantial winter food. Heinz's Sauer Kraut is made of large, solid cabbage, carefully trimmed. It is fine cut, entirely free from lumps. By our method packages contain from 20 to 40 per cent. more Kraut than those packed in the ordinary way. . . .

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

apples, 3 to 3¾c.; evaporated apples, 5 to 5½c.; onions, $3; cocoanuts, $4 to $4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; Valencias, layers, 7 to 7½c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8½ to 9c.

GREEN FRUIT—Business during the week has been better. A large trade continues to be done in oranges. Prices remain low, particularly Valencias. Apples, though dull, are in rather better demand, and best grades of sound fruit bring rather higher prices. The advanced English market has helped the position. A few bananas are yet being received, and within a few weeks a much larger trade is expected. Cranberries are still dull and low. Pineapples are high, very few being brought here. We quote: Messina lemons, $3 to $3.50; oranges, Valencia, $3 to $4; California oranges, $4.25 to $5.25; Florida oranges, $5 to $5.50; bananas, $1.75 to $2.25; apples, $1 to $1.75 per bbl.; cranberries, Cape Cod, $4 to $5.50 per bbl.; bog cranberries, native, $3 to $4.

SUGAR—Yellows seem rather firmer than granulated. The price of granulated is being cut. The expected increase in the duty by some is aiding the refineries in making quite a few sales. We quote: Granulated, 4 to 4⅛c.; yellows, 3¼ to 3⅜c.; Paris lump, 5¾ to 6c.; powdered, 5⅛ to 6c.

MOLASSES—The market is easier, particularly in Barbadoes kinds. The quality in some cases is only fair. Some was offered here by St. Stephen importers this week at low prices. New Orleans is held firm. There is a good, steady demand. Outside towns, such as Moncton and Fredericton, report large stock of West India molasses for the season. New Barbadoes is expected about the last of March. We quote: Barbadoes, 25 to 28c.; Porto Rico, 28 to 32c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

DAIRY SUPPLIES—Cheese here, in spite of outside advances, is dull and prices unchanged. Perhaps the fact that stock is not large has something to do with it. Butter is dull and plentiful. We quote: Dairy tubs, 16 to 18c.; creamery, 20 to 21c.; prints, 21 to 22c.; eggs, 17 to 18c.; cheese, 10½ to 11c.

FISH — There is still little movement. Frozen herring business is pretty well over. Those now caught are not so good. Smelt have been quite scarce during the week, the first time since the opening of the season. A few lobsters are arriving. Only the small sizes have been coming at best, and the factories are now taking them. Smoked are in lighter supply here and at the moment rather higher, but market price can hardly be said to have advanced. Quite a few dry hake have been shipped south. We quote: Large cod, $3.25 to $3.50; medium, $2.75 to $3; pollock, $1.15 to $1.25; bay herring, $1.30 to $1.35 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl, $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box; kippered, $1 per box; Barrington, $3.25 per bbl.; Shelburne, $3.50 per bbl.; frozen herring, 65 to 70 per 100; smelt, 4 to 5c.; frozen cod, 2 to 2½c. per lb.; lobsters, 4 to 6c. each; smoked haddies, 5c. per lb.; frozen pollock, 1¼ to 1½c.

PROVISIONS—The price of clear pork was cut low this week. There is more attention being given to smoked meats, but the trade cannot be called active. We quote as follows: Clear pork, $12.50 to $14; mess pork, $12.50 to $13.50; plate beef, $12 to $13; hams, 10 to 12c.; rolls, 7 to 7½c.; pure lard, 7¾ to 8c.; compound, 6½ to 7½c.

FLOUR, FEED AND MEAL — Flour is easier, but particularly Manitoba. This market has been rather over-stocked in this grade at very low prices, and dealers have competed with the millers to the latter's loss of profit. Oatmeal, of which quite a stock is held here, bought low, was cut rather below millers' prices this week. It is said a car of hand-picked beans was sold this week at the lowest price yet touched. We quote as follows: Manitoba flour, $5.40 to $5.50; best Ontario, $4.90 to $5; medium, $4.70 to $4.80; oatmeal, $3.25 to $3.30; cornmeal, $1.85 to $1.95; middlings, car lots, in bulk, $14 to $15; bran, do, do., $12.50 to $13.50; hand-picked beans, 90c. to $1; prime, 80 to 90c.; oats, 30 to 32c.; hay, $11 to $12; barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50; buckwheat meal, $1.20 to $1.25; grey, $1.75 to $2.00.

ST. JOHN NOTES.

Business in biscuit lines must be good. Where a few years ago we had but one large factory we now have three, and it is said

one is to be built in Fredericton. And still large quantities are imported from England, the United States, and outside points in Canada.

The shareholders of Hall & Fairweather, Ltd., have elected S. S. Hall president and S. S. de Forest manager.

St. John is now shipping cigarettes to Japan. Over a million have so far gone forward. They were shipped by the Imperial Cigarette Co.

Barbadoes molasses has opened at the the island at about 16c. f.o.b., rather below the opening price of last season, but much higher than it afterwards sold at.

THE GROCER regrets to report the death of David H. Hall, grocery appraiser at St. John. By all having business relations with him he will be missed as a most obliging official.

Upward of half the western goods exported via St. John, are from the United States, amounting this season to upwards of 2,000 carloads valued at nearly $500,000. Hams, bacon and flour form about half the entire value. Wheat bran, steel rods, lard and cattle also form a large proportion of the shipments.

The value of the small lobsters, compared with the larger sizes, can be noted from the following, and shows that every effort should be made to prevent the taking of those under-sized : In a small cargo shipped from Musquash, of 8,300 lobsters, 7,500 were valued at 10c. each, while 800 at only 2c. There was but an inch and a half difference in the size. This interest in the Lower Province is a large one, amounting, in Nova Scotia, to a million and a half dollars.

SUGARS HIGHER IN NEW YORK.

Despatches Tuesday from New York say : "The market is strong, with a large demand for refined. Refiners and speculators are also in the market for raws, and Muscavados advanced 1-16c." A later despatch says granulated and all other hard sugars and the brighter grades of yellows have advanced ⅛c. per lb.

MR. LAPORTE AN ALDERMAN.

The business community of Montreal expressed general gratification on Wednesday at the election by acclamation for the Centre Ward of Mr. H. Laporte. This ward is, in the strictest sense of the word, a business ward and it is time for it to have a business man like Mr. Laporte for its representative. In this connection the factions opposed to that gentleman showed themselves in their true colors. They knew that their candidate, Mr. Cadieux, had no chance against Mr. Laporte, but hung on curiously enough until the new civic committees of the Council had been struck. Had Mr. Cadieux withdrawn before Wednesday Mr. Laporte would have had a vote at last Monday's Council meeting on the question of the Finance Committee's membership. That the new alderman will prove a valuable acquisition to the Council is certain. His record as a business man, and the high standing of his firm, Laporte, Martin & Cie., assures this.

PAT AND HIS RECEIPT.

SOME time ago, while I was trading in a village store, says a correspondent of an exchange, one of the clerks came to the junior partner, who was waiting on me, and said :

"Please step to the desk. Pat Flynn wants to settle his account and wants a receipt."

The merchant was evidently annoyed.

"Why, what does he want of a receipt?" he said. "We never give one. Simply cross his account off the book. That is receipt enough."

"So I told him," answered the clerk, "but he is not satisfied. You had better see him."

So the proprietor stepped to the desk, and, after greeting Pat with a "Good morning," said ;

"You want to settle your bill, do you?"

Pat replied in the affirmative.

"Well," said the merchant, "there is no need of my giving you a receipt. See, I will cross your account off the book," and suiting the action to the word, he drew his pencil diagonally across the account. "That is a good receipt."

"And do you mane that that settles it?" exclaimed Pat.

"That settles it," said the merchant.

"And you're sure you'll never be askin' me for it again?"

"We'll never ask you for it again," said the merchant, decidedly.

"Faith, thin," said Pat, "I'll be after kapin' me money in me pocket, for I haven't paid it."

"Oh, well, I can rub that out."

"Faith, now, and I thought the same," said Pat.

It is nedless to say that Pat got his receipt.

PERSONAL MENTION.

Mr. George Stanway has been elected to the honorable position of president of the St. George's Society. Mr. Stanway is evidently as popular in society circles as he is in trade circles.

Mr. Anderson, representing Morrow & Ewing, Montreal, was in Toronto this week looking up business.

HALIFAX TRADE GOSSIP.

FEBRUARY has not opened with any indication of a revival of business, though merchants hope the year will prove better than last and thus even up matters. The outlook is favorable.

Ontario beef is quoted at 6½c. for extra good, and 5½c. for fair. The supply is large. Native beef is worth 7c., dressed. Frozen lamb is worth 6c., and mutton, 5½c. Dressed hogs are quoted at 5 to 5½c. No Canadian dressed pork is offering.

P.E.I. mess pork is quoted at $12 to $12.50, though sales are reported at lower figures.

The sugar market is dull. Only a limited business is being done. Granulated is quoted at 4⅛c. in a jobbing way.

Fresh eggs sell at from 18 to 22c., and case stocks 2c. lower.

Poultry is fairly plentiful, Ontario geese and turkeys particularly. Large geese sell at 9c. per lb., and turkeys at 10½c. for Canadian, while native bring ½c. per lb. more.

Fish dealers complain that business is not up to the general average for the month.

P. E. Island produce is showing firmness. Since the closing of the island ports potatoes have advanced from 5 to 10c. per bushel in this market. Oats are still quoted at 28 to 30c. No further change is looked for in the near future.

The flour market is weaker, prices showing a decline of 10 and 15c. below those of last report. Ogilvie's Hungarian patents and Five Roses are quoted at $5.50 ; Goldie's People's and Walzen at $4.90 ; Tillson's Obelisk, Kent, Sunbeam and Beaver at $4.65 to $4.90 ; Silver Star and other like patents at $4.50 ; straight grades, $4.40 ; low grades, $4 to $4.20.

There is a firm outlook for cheese at 11c. Stocks are low and dealers look for an advance.

Canned goods are slow. Retailers are cutting on several lines. Corn, peas and beans are quoted at 70c. ; tomatoes, 78c.; peaches, 2's, $1.80 ; do., 3's, $2.65; pears, $2.25 ; oysters, 1's, $1.50 ; do., 2's, $2.25; lobsters, 1's, $2.25.

Butter is slow. Fresh creamery in prints is a little higher, being quoted at 22c. and tub at 20c. Canadian dairy rolls are selling at 14 to 15c.

The market is fairly well supplied with green fruit. Lemons are quoted at $2.25 to $3. California navel oranges are selling at $4.60 to $4.75, and Messinas at $1.80 for 200 count. Malaga grapes are quoted at $8. Apples are higher, selling from $1 to $2.

Money in Bamboo Handle Brooms

They sell easily and quickly—they sell almost at sight. They are novelties that appeal to the woman who has health and strength and doesn't mind the extra weight of a wooden handle—because it makes her work easier. And because the weak, nervous, sickly woman wants to save what strength she has, she buys it without question. You don't have to exert yourself much to convince her.

Bamboo is strong—light—durable. We are the sole manufacturers of Bamboo Handle Brooms. We buy only the best corn brush and buy it in large quantities, because we have ample capital. For the same reason we get the lowest prices. So you share in the extra profit that smaller dealers couldn't afford to give you. The brooms are well sewed. The stock is fresh, clean, flexible. Five grades of the brooms. Let us send you prices—to-day.

Chas. Boeckh & Sons, Mfrs.

Brooms, Brushes, Woodenware.
Montreal Branch: 1 and 3 De Bresoles Street.

80 York Street, Toronto
Established 1856.

THE TARIFF ENQUIRY.

THE Tariff Commission sat in Winnipeg on Monday. Hon. Mr. Fielding, Minister of Finance, and Hon. Mr. Paterson, Controller of Customs were present.

The wholesale fruit dealers of Winnipeg were represented by M. W. Rublee, K. J. Johnson and R. R. Scott.

Mr. R. R. Scott spoke particularly of peaches, plums, strawberries and grapes, on which he contended the duties were outrageously high, in instances as high as 100 per cent. He opposed very earnestly the proposition of eastern fruit growers to put a duty on bananas, which were now free.

Mr. Rublee gave statistics to show the almost utter impossibility of this country importing its fruit either from Ontario or British Columbia. The fruit, or greater bulk of it, of necessity had to be brought from the States; the duties, therefore, did not aid Canadian fruit growers, but imposed an unnecessary burden on the people of this country.

Mr. K. J. Johnson emphasized the assertion that it was impossible to profitably import Canadian fruit.

Mr. J. A. Mitchell, representing the Northern Elevator Co., submitted a carefully prepared statement, asking that the tariff on gasoline be materially reduced. The elevator companies had found gasoline plants much cheaper and much safer than steam plants. But the gasoline duties were so high that gasoline could not now be purchased. With gasoline at reasonable rates, the elevators of this country could operate at an expense of a cent a bushel, compared with a cent and a half or two cents with steam. The duty on gasoline was now 6½c. a gallon. The elevator men wanted it reduced to 3c.

TRADE AND NAVIGATION RETURNS.

Mr. J. H. Ashdown discussed the question of trade and navigation returns, pointing out that the blue books of the Dominion do not give true representation of facts as to exports from Manitoba, Alberta and other portions of the Northwest, the returns crediting the exports to Quebec instead. He suggested that the products of Manitoba, Alberta, etc., should be classed as such, and not as the "products of Canada." He complained of the exercise of arbitrary power by the Customs authorities in fixing values for Customs purposes, and suggested the appointment of a Board of Appraisers to correct or sustain the decisions of the local appraisers. The Customs officials, he submitted, should not gain, as they do now, largely from seizures. He held also that where arbitrary values are set for duty purposes information should always be accessible to the importer. He asked that where the prices for the home trade are abnormally high the export value should be taken as a fair value of the goods. It was not his experience that Canada is made a slaughter market by United States manufacturers. Prices there are so reduced that they cannot afford to sell lower for export than for the home trade. He submitted that if the manufactured goods are admitted free the raw material should be admitted free also. He wanted all specific duties abolished. or at least the great bulk of them, and the duties levied on an ad valorem basis. The specific duties he found to be levied almost entirely on articles of general consumption. Protective duties, he held, prevent the obtaining of a revenue.

THE MILLING INTERESTS.

Mr. F. W. Thompson, manager of the Ogilvie Milling Co., made a statement on behalf of the milling interests. He urged that the duty on wheat and flour be not reduced. As a result of the development of the milling industry farmers greatly benefited in the sale of their products. It has enhanced competition in buying, all of which would be completely removed and destroyed should the American millers be in any way encouraged to make a slaughter market of Canada in consequence of any reduction in the duty upon flour. Up to the present the farmers of Manitoba have averaged a higher price for their wheat than the American farmer on equal freights and quality. The flour trade of British Columbia has also been of great value to the producers in this country. Formerly this business was entirely supplied by the American Pacific Coast states, their product coming at low-water freights, not exceeding 20c. per barrel, as against $1.10 to $1.20 per barrel paid by the millers of this country to the Canadian Pacific Coast. Even with the present duty of only 75c. a barrel the millers of this country are still handicapped to the extent of the difference. About three years ago the best wheat in Washington and Oregon sold down as low as 18 to 20c. per bushel, all of which comes in competition with the farmers of this country, and would remove that market entirely from the benefit the farmers of Manitoba, the Northwest and British Columbia at present enjoy. The milling industry in this country has steadily increased from less than 300 barrels per 24 hours in 1880 to over 12,000 barrels per 24 hours at the present time, and this does not take into consideration the large and steadily increasing milling capacity throughout the whole Dominion. A large quantity of Manitoba wheat is ground by Eastern Canadian millers. The large number of flour mills in Canada to-day, numbering some 2,500, is the greatest possible guarantee to the consumer that the price he pays for the flour is only such as ensures a fair and minimum profit.

DUTY ON STAPLE FARM PRODUCTS.

Mr. D. McEwen, of Brandon, handed in a petition signed by 2,400 farmers, and stated that if the time had not been so short 1,000 more signatures would have been obtained. He said he had supported the Reform party for the last 30 years. He would like all possible reforms in the tariff, but if any class of manufacturers was to be protected the famers should also have the benefit. He thought it would be disastrous if the duty were taken off the staple products of the country at present. The best friends of the farmers at present, he held, were the millers; through them the farmers had got 3 to 15c. per bushel above the export prices on account of the competition. A market was opening for farm produce in the ranching districts of British Columbia and would continue to develop if the duty were not taken off. A market could hardly be found for our coarse grains now, but when white oats sold here for 10c. he was informed they had sold for 5c. at Neche. Instances were told of oats being bought there, and, after the duty was paid, sold on this side cheaper than the price paid here. While wheat was 40c. here, it was sold on the other side for 17 to 18c., and it was impossible to compete with these prices. We want to retain the home market. It would be deplorable if this should be made a dumping ground for products from across the line. We want to get raw material as cheap as possible. The policy of the present Government, he understood, was not revolution, but reform, the object being to make the farmers contented. The best thing for farmers was to have the wheat ground in this country.

M. Ralph McRae, of Oak Lake, supported the petition. He said if the duty were taken off the staple articles, wheat, oats and barley, it would be a very serious matter. He had been here fifteen years and had sold grain 5 to 7c. higher than the export prices. He would like the duty off some articles we consume, machinery, etc., but he did not think we were prepared to give what we have in exchange for that.

Mr. James Howie, of High Bluff, had been here 28 years. He considered that it would be a great detriment to take the duty off wheat, oats, beef, pork, etc. Formerly $440 was paid for a binder; now one could be got for $125. He did not see why they could not live now. He would favor a certain reduction on binders and certain manufactured goods, at the same time he had rather it should remain as it is than have the duty taken off the products of the country.

The Watchful Care

Exercised in selecting "KENT" Tomatoes is what gives them the fine color and delicious flavor. Only perfectly ripe Tomatoes are put in the cans. Nearly all the juice is extracted, thus making the Cans absolutely solid with tomatoes.

In selling "KENT" brand you are giving the fullest measure possible. The largest measure of the best goods is sure to win and keep trade. It will pay you to sell always "KENT" Tomatoes.

Agents . . .
Wright & Copp, Toronto.
Rose & Laflamme, Montreal.

THE KENT CANNING CO.
CHATHAM, ONT.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.
Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

Good Pickles

ALWAYS FIND READY SALE

If freshest vegetables, purest vinegar, first-class recipe and careful preparation can produce good pickles—ours are good. Bottle or bulk. Write for quotations.

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

Choice EVAPORATED
Nectarines
Apricots
Peaches
Apples

And Turkey Prunes at lowest prices.

WARREN BROS. & CO.
85 and 87 Front St. East, Toronto.

FINEST FORMOSA OOLONG

We have a line of this **TEA** which is particularly fine in flavor.

JOHN SLOAN & CO.
Wholesale Grocers
TORONTO

Holds the Record

"Excelsior Coffee"

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

SPECIAL VALUE . . .

TEAS

YOUNG HYSONS
CONGOUS
JAPANS
CEYLONS
ASSAMS
DARJEELINGS
KANGRA VALLEY
SYLHET

PERKINS, INCE & CO.
TORONTO.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

H. P. ECKARDT & CO. are offering a fine line of Griffin & Skelley's Ruby prunes.

Laporte, Martin & Cie. are quoting their fish for Lenten time at a low figure.

T. Kinnear & Co. have in stock California prunes—40 to 50's, 50 to 60's, and 60 to 70's.

Marmalade made from a tested and tried Scotch recipe is a specialty with T. A. Lytle & Co.

The Davidson & Hay, Ltd., quote No. 1 lake herring, heads off, in kegs, at low figures.

The Eby, Blain Co., Ltd. are offering fine evaporated apricots in sacks at special prices this week.

T. B. Escott & Co. have a lot of California dried peaches, in bags, which they are offering at low prices.

W. H. Gillard & Co. state they have snaps in figs in 56-lb. bags and 28-lb. boxes, choice family natural.

The Eby, Blain Co., Ltd. are offering fall-caught trout and fresh water herrings in kegs at low prices f.o.b. Midland.

A line of golden-tipped Assam Pekoe, showing good value in the cup, arrived this week for the Davidson & Hay, Ltd.

T. B. Escott & Co. advise that they are overstocked in some lines of teas and are in consequence offering good values.

The Eby, Blain Co., Ltd., report the arrival of a large shipment of fine Filiatra currants in barrels, half-barrels and cases.

The Davidson & Hay, Ltd., report a large number of orders during the past 10 days for their "Special" syrup in 2-gallon pails.

"'Circle' tea orders are now all filled," write Lucas, Steele & Bristol. "In future we hope there will be no more annoying delays."

The sale of the H. J. Heinz Co.'s products is rapidly increasing. H. P. Eckardt & Co. received a shipment of two cars last week.

The Eby, Blain Co., Ltd. are making a special drive this month on French prunes in cases 55 lbs. and Griffin & Skelley's California prunes in 25-lb. boxes. See their ad.

W. H. Gillard & Co. are meeting with an active sale for their standard blacks, put up in 1 and ½-lb. German glazed parchment cartoons, foil lined. These packages, besides being attractive, are air-tight and moist-proof, and no extra charge above the price of their blends loose has been made.

Laporte, Martin & Cie., of Montreal, have recently replenished their stock of "Golden" haddies, and are now prepared to supply the retail trade. They report increasing sales.

A large shipment of choice Patras currants is arriving this week for the Davidson & Hay, Ltd. This fruit is opening up exceptionally fine in color and is being quoted at a low figure.

"We advertise in THE CANADIAN GROCER," say Lucas, Steele & Bristol, "because we know we reach the up-to-date merchant. He reaches us in turn, and it is profitable to both of us."

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

T. Kinnear & Co.: "We are offering special bargains in Indian and Ceylon teas."

Lucas, Steele & Bristol: "Our 4 and 5 Bar 'Circle' teas will be packed assorted in future."

"We have to reduce our stock of dried fruits and are selling at very low prices," write Laporte, Martin & Cie.

Lucas, Steele & Bristol: "We never had finer values in Assam teas than we have today—all bought at rock-bottom figures."

T. B. Escott & Co.: "Majava coffee in 25-pound cake tins has met with a good sale. It is a fine flavored coffee which can be retailed at 35c. a pound."

"Black Bird" and "Silver Bird" tea in handsome one-pound tins are selling well with T. B. Escott & Co. "Every person buys a tin on sight," writes the firm.

The Eby, Blain Co., Ltd. report large sales and repeat orders for "Kolona" Ceylon tea which is an indication of the very general favor it is receiving everywhere.

A LARGE TEA FAILURE.

THE news that the wholesale tea firm of Thos. Doherty & Co., Montreal, were in difficulties and that a meeting of their creditors had been called was a surprise to the trade. Notices were sent out to the creditors that the firm had placed its affairs in the hands of Riddell & Common, and that pending a statement payment would be suspended.

The creditors held a meeting at the accountants' offices last Monday, and a committee composed of John Gordon, representing Carter, Massey & Co., New York; John Magor, A. H. Ewing, of Morrow & Ewing, J. Ramsay, of the Merchants Bank, and P. H. Doyle, of P. H. Doyle & Co., were appointed to look into the affairs of the firm and report to a general meeting to be held next week. Until this report is forthcoming no definite statement is available, but the liabilities are placed in the vicinity of $56,000.

The creditors include the Merchants Bank; Carter, Massey & Co., New York; Warren Cakebrand & Co., London, Eng; Hunt & Co., Marcotte Bros., R. W. Forrester, P. H. Doyle & Co., W. D. Stroud & Co., Montreal; W. C. Meakin & Co., London, and S. B. Heward.

With the exception of Carter, Massey & Co. and Warren Cakebrand & Co., the amounts due the creditors are small.

Mr. Thos. Doherty, the sole owner of the business, is at present ill in the Montreal General Hospital, and the suspension is due to the fact that ill health has prevented his personal attention to the details of the business.

The firm has been in existence 16 years, the late Mr. Thos. Kearney being at one time a partner.

CHANGE IN A FIRM.

The partnership between Mr. J. L. Caverhill and Mr. Fred. Hughes, as wholesale grocers, has been dissolved. Mr. Caverhill is retiring from the business, and Mr. Hughes has taken his share in the business. The business will be carried on by the latter under the old style of Caverhill, Hughes & Co.

HANDY BUSINESS LIST OF CANADIAN PAPERS

Sent free of charge to any advertiser who will send his address with two 3c. stamps to pay postage.

CANADIAN ADVERTISING AGENCY, TORONTO.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B. ETC., ETC.

Wholesale trade only.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL

EDUCATE YOUR CUSTOMERS

TO USE PURE GOODS

IT Will Pay You.
Will Pay Your Customers.
Will Increase Your Business.

The Grocer who pushes cheap goods is hardly ever successful.

OUR "PURE GOLD" BRAND *of Flavoring Extracts is guaranteed of finest quality and true in flavor.*

ONE 25-CENT BOTTLE WILL GO FARTHER THAN HALF A DOZEN OF THE ORDINARY 10-CENT BOTTLES.

Vanilla beans have advanced 50 per cent. during the past few months. We may have to advance prices before long. In the meantime we will be pleased to have your orders through our agents or by mail, at our regular prices.

PURE GOLD MFG. CO., 31 AND 33 Front St. E., Toronto

GIVES AWAY HIS GOODS.

AN enterprising merchant has adopted a novel way of advertising his business, says an exchange. He gives away, absolutely without any expense to the recipient, all goods in his store the retail cost of which is under five cents each. It does not make any difference whether or not the party receiving the gift is a regular customer. If a box of matches is wanted, it is given without money and without price, and a polite request to call again is made. One naturally supposes that the store would be overrun with people wanting the traditional something for nothing—for this world is full of such characters, more's the pity — but, strange to say, he claims not to be bothered with this class of unprofitable customers and actually claims that he is making money by this seemingly hazardous scheme of attracting trade. He figures out that the 5c. articles cost him but very little money, that his proven liberality brings him in orders on the supposition that if he is fair in one matter he is equally so in all, and that people who come to the store for small gifts are generally inclined to purchase other goods that they see and may want. As proof that this scheme is working satisfactorily, he points to the fact that his business has made a material increase, and that of his competitor has dwindled in almost an equal degree, merely because he gives away cheap goods in order to sell other varieties costing more money.

HEIROGLYPHIC BOOK-KEEPING.

The attorney who attempted to wrestle with accounts of an Eastport, Me., grocer decided that he would forego his fee if the client would spend the money in a business college. It was disheartening to look over the pages and find such charges as "goods delivered to the red-headed lady with Mrs. ——," and another to "the slim man from Campobello;" and again to the "cross-eyed man who works in —— factory." This method recalls the mistake of the unlettered merchant of olden days, who made his charges in heiroglyphics, and once presented a bill against John Smith for a grindstone, whereas what Smith had bought was a cheese.

A MEEK MAN.

A demure-looking little man approached the haughty assistant in a grocer's shop, and meekly asked if he had any coffee to sell.

"We have ground coffee," said the young man.

"No other kind?"

"None. This is the best ground coffee on the market."

"But I don't want it," the little man braced up. "I got some sugar here the other day with sand in it, and I don't want coffee with ground in it. You must think I want the earth."

NEW PICKLE FACTORY.

H. J. Heinz Co., of Pittsburg, one of the largest, if not the largest, pickle and preserve manufacturers in the United States, is likely to establish a branch factory in Canada. THE CANADIAN GROCER's informant is the company itself.

The company is looking for a suitable site, and localities which possess natural advantages for a factory such as that carried on by H. J. Heinz Co. should correspond with it.

We are Agents

for Ontario and Quebec for...

MACONOCHIE BROS.
LONDON, ENG.

Their name the world over is famous for excellence in...

Jams, Marmalade, Fruits, Pates, Camp Pies, Potted Meats, Bloater Paste, Pickles, Sauces, Vinegars, Fresh Herrings, Kippered Herrings, Findon Haddocks, Herrings in Shrimp Sauce.

The best is not too good for your customers—these goods are the best, not the highest priced.

ROBT. GREIG & CO.
——MONTREAL.

Import Agents for :: MACONOCHIE BROS. for Prov. of Quebec and Ontario.

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !
Skilfully Blended ! !
Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

We offer this week

AT EXCEPTIONALLY LOW PRICES . . . .

Fine Off-Stalk "SAPENA" Valencia Raisins
" " "MERLES" " "
" " "GRUSTAU" " "

ALSO

"GUARDOLIA'S" 4-Crown Layers
"MORAND'S" " "
"ROGERS'" " "
"CALIFORNIA" Loose Muscatels, etc.

Our stock of fish for Lent is complete and prices are worth inquiring. Write for prices.

LAPORTE, MARTIN & CIE. 72 & 78 St. Peter Street Montreal

THE

OLD FLAG

flies o'er the lands whence
come the purest **TEAS**
the world has yet produced.

India and Ceylon

The old flag commands
respect where'er it floats

and the teas of India and Ceylon
command respect and admiration
wherever sold

And make Money for Dealers.

WINNIPEG BOARD OF TRADE.

THE annual meeting of the Winnipeg Board of Trade was held on February 3. President F. H. Mathewson was in the chair.

The president's address was an able and comprehensive one. Referring to the milling industry, he said :

"During the past season we have had a striking instance of the advantages derived from having large flour mills in this country. The crop was short, and the mills, in order to secure the necessary quantity of wheat for their season's operations, were obliged to pay more for it than the ordinary buyers could afford to give, so that the demand for local grinding actually resulted in our farmers realizing several cents per bushel more for their wheat than they would have got if they had been obliged to sell it for export. It would certainly be to the interests of our farmers if the bulk of our wheat crop could be converted into flour before it is exported. Besides the increased price which a home milling market would bring, much indirect benefit would result from the establishment of additional mills. The grinding capacity of our mills continues to increase, and now amounts to 11,415 barrels per day, an increase of 1,125 barrels since last year. As all the railways in the Northwest lead into Winnipeg, it might well be taken as indicating that this city offers great advantages as a suitable place for the erection and operation of flour mills. Our mills of late have been finding markets for their flour in places formerly unthought of. A few years ago nobody would have dreamt that Manitoba would be shipping large quantities of flour to China, Australia and the Islands of the Pacific, but such is the case, and indeed I am informed that one of our large concerns has recently had enquiries for our flour from Johannesburg, South Africa, and also from Calcutta. While the bulk of the trade which has been developed is no doubt due to the failure of crops in the countries referred to, at the same time some of it will be permanent, and at present shipments would be much larger if more ocean tonnage was available at Vancouver."

Alluding to the railway interests of the country Mr. Mathewson said :

"The extension of our railway system by the building of 100 miles into the Dauphin country, during the past season, has been the means of opening up a fine country, especially well adapted to mixed farming. The building of this line now gives the province a total railway mileage of 1,676 miles. I hope the board during the coming year will press upon the Government the importance of providing aid towards the construction of a line through the south-eastern part of the province. Such a line, besides opening up an excellent tract of country, would bring us nearer to the source from which we obtain our supply of lumber and fuel, and, besides this, if connected with a line to Duluth, would place this country 100 miles nearer to Lake Superior. Recently the board passed a resolution favoring the construction of a road through the Crow's Nest Pass. There appears to be a general feeling everywhere through this western country that the early construction of this road is an urgent necessity, in order that the growing trade of the Kootenay country may be developed and kept in the hands of Canadians, and it must be a satisfaction to know that recent utterances of members of the Government lead us to hope that steps will shortly be taken to have the proposed road built. As this northwestern country is the natural market from which the people of Kootenay will obtain their food and other supplies, the opening up of this route will be of immense advantage to our farmers and business men.

"Recent remarks made by some of our public men, and newspaper articles in Government organs, would lead us to suppose that some arrangement is likely to be consummated in the near future, whereby a large block of land will be acquired by the Dominion Government from the railway companies, and thrown open for free settlement. While such a measure would, no doubt, materially aid in attracting new settlers to the Northwest, I express the hope that the board will use all its influence to prevent such an arrangement being carried out, or, in fact, the granting of any further Government aid to railways, until the demands of the people of the Northwest for a reduction in the present burdensome freight rates have been given the consideration to which they are entitled."

When the election of officers was reached Mr. D. W. Bole nominated last year's vice-president, Mr. T. A. Anderson. Ex-Mayor Gilroy seconded the nomination.

Mr. Anderson declined nomination, giving his reasons in a neat speech.

Mr. Whitla and Mr. R. D. Richardson urged Mr. Anderson to accept, but that gentleman could not see his way clear to accept.

Under the circumstances Mr. A. Strang then nominated Mr. D. W. Bole for president. This was seconded by Mr. Whitla, and the nomination was made unanimous.

Mr. Mathewson then resigned the chair in favor of Mr. Bole. In taking charge of the meeting Mr. Bole returned his thanks for the honor, an honor he said altogether unexpected, but one which he thoroughly appreciated.

Mr. A. M. Nanton was unanimously chosen vice-president on motion of J. H. Brock, seconded by S. A. McGaw. Mr. Nanton returned his thanks briefly.

Mr. A. Strang was unanimously chosen treasurer on motion of R D. Richardson, seconded by G. F. Carruthers.

Mr. Mathewson, in nominating Mr. C. N. Bell as secretary, spoke in very high terms of that gentleman, and congratulated the board on having a secretary so efficient. Mr. Carruthers seconded the motion, which was carried amid applause.

In the selection of the council for the year it was resolved to give all trades and callings representation. A committee was appointed to select a representative council, this committee being composed of Messrs. Mathewson, Nanton, Strang, McKenzie and Anderson. Their report named the following gentlemen on the council, and was adopted :

Messrs. F. H. Mathewson, D. E. Sprague, R. H. Agur, John Galt, J. A. Mitchell, F. W. Thompson, J. H. Ashdown, T. A. Anderson, John Russell, A. C. Archibald, D. K. Elliott, E. L. Drewry, M. Bull, W. R. Baker, D. S. Johnson, J. Y. Griffin.

Mr. J. H. Brock moved, seconded by Mr. Whitla, the following resolution :

That, in the opinion of this board, the question of immigration is the most important one that engages the attention of the people and of the Governments of the province and the Dominion ; that we therefore desire to express the satisfaction we feel in learning that those in authority are preparing to take vigorous steps to promote the settlement of this country, and in this connection to again affirm the opinion of the board that the most important factor in the settlement of the country is the securing of low rates of transportation for the products of the country to the markets of the world, and that in the opinion of this board an immediate announcement of a reduction in the rate on grain from a central point in Manitoba, say Portage la Prairie, to Lake Superior points, from 17 cents per 100 pounds to a maximum of 12½ cents per 100 pounds, and proportionately from other points in Manitoba and the Northwest Territories, would do more to encourage the farmers and promote immigration to the country than the annual expenditure of the amount of such a sum as this reduction would give if expended in any other manner.

The resolution was adopted.

The statement of Treasurer Andrew Strang for the year ending Dec. 31st shows receipts of $2,163.87 and expenses of $1,460.23. The balance in the bank is now $703.64, with no liabilities.

Money for Words.

We will pay cash 25c. per 100 for the words SUNLIGHT SOAP, cut from top of Sunlight Soap wrappers. . . . . .

10,000 WANTED.

It will pay to send for samples of our . . .

New Patent Counter Check Books and Trade Due Bills

That are equal to money and save time and annoyance. . . . . .

James K. Cranston, - Galt, Ont.

Teas...

We wanted your Tea trade and you have given us a large share of it.

We have given you extraordinary values before, but we want to do better still.

We have added considerably to our stock of low-price Japans (not poor teas, but cheap teas), and in these we cannot be matched.

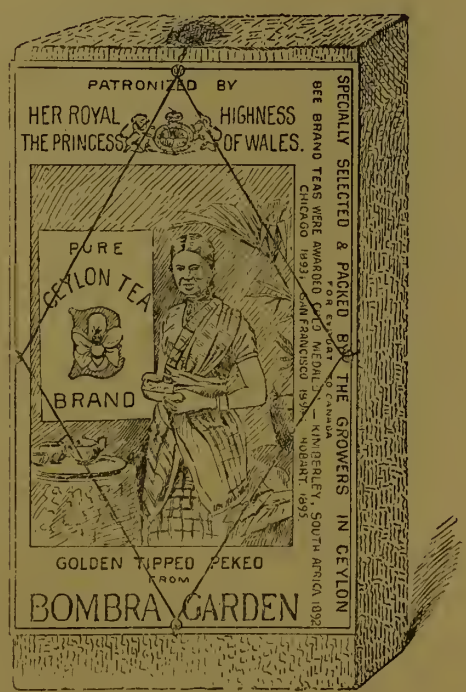
Of green and black, we have as usual a very large and one of the best assorted stocks.

...TRY OUR SPECIAL BRANDS...

OWL CHOP.

Japan

CHOICEST MAY PICKINGS . . .



BEAVER.

The sales of our

Ceylon

In sack packets, have proved what we said of it

"It is the best."

If you have not

Tried It

do so

It pleases everybody.

Ask for Samples.

See what we have to offer before placing your orders.

L. CHAPUT, FILS & CIE.

MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. W. MULLEN, general merchant, Hudson, Que., is offering to compromise at 50c. on the dollar cash.

N. Lemire, grocer, Montreal, has assigned.

C. Steinle, pork packer, Toronto, has suspended.

J. P. Kearsey, fruits, Toronto, has assigned to A. E. Plummer.

E. Lacroix, grocer, Montreal, has assigned to Kent & Turcotte.

The Tiger Tea Co. Montreal, will meet its creditors on Saturday.

Thos. Doherty & Co., teas, Montreal, have suspended payment.

J. J. Coughlin, liquors, Elmvale, has assigned to W. T. W. Lent.

Teas, Hubley & Co., grocers, Halifax, have suspended payment.

W. J. Melrose, general merchant, Georgeville, Quebec, has assigned.

John Gaffney, general merchant, Summerside, P.E.I., has assigned.

S. Beaudoin, general merchant, St. Isadore la Prairie, Que., has assigned.

Flynn & Smith, general merchants, Port Hood, N.S., are asking an extension.

The Huyck Mercantile Co., Colborne, is offering to compromise at 55c. on the dollar.

Thos. Brady, groceries, flour and feed, Peterboro', has assigned to R. B. Rice, Toronto.

H. F. Stewart & Co., general merchants, Mount Stewart, P.E.I., are offering to compromise.

S. Beaudoin, general merchant, St. Phillippe la Prairie, is offering to compromise at 40c. on the dollar.

The offer of 25c. on the dollar made by O'Meara & Howe, general merchants, Pembroke, has been refused.

H. & S. Desmarais, general merchants, Richmond, Que., are offering to compromise at 45c. on the dollar.

J. & J. Straitch, general merchants, Teeswater, are offering to compromise at 80c. on the dollar. A meeting of creditors was held on Monday when the statement showed assets of $4,200 and liabilities of $2,000. The offer was accepted.

PARTNERSHIPS FORMED AND DISSOLVED.

Hodgson & Bedard, grocers, St. Louis de Mile End, have dissolved.

Blanchfield & Co., grocers, Vancouver, have dissolved ; McNeely retires.

C. B. Hume & Co., general merchants, Revelstoke, have dissolved ; Mr. Smith retires.

CLARK'S
Potted Meats

Are nice goods inside and outside. You should have them on your shelves.

J. Creighton & Son, grocers, Halifax, have dissolved. Isaac Creighton retires and Campbell Creighton is admitted a partner.

T. R. Paige and G. W. Paige have formed a partnership to carry on business in Coaticook, Que., as general merchants under the style of T. R. Paige & Son.

SALES MADE AND PENDING

The general stock of Belanger and Neven, Lachine, has been sold.

The stock of G. Lahance, grocer, Quebec, has been sold at 49c. on the dollar.

The stock of Chas. Kuffman, grocer, Nelson, B.C., has been sold to C. Jisezowitz.

The stock of the estate of C. C. Lee, general merchant, Alliston, has been sold.

The stock of the estate of E. Zeller, general merchant, has been sold to Mrs. Zeller.

The stock of Joseph Hamil, grocer, Quebec, has been sold at 61c. on the dollar.

The stock of the estate of S. W. Reynold, general merchant, Algoma Mills, has been sold.

The assets of the estate of P. W. Bates & Co., general merchants, Merrickville, are to be sold at auction 16th inst.

CHANGES.

Smith & Orton, grocers, Coldwater, have been succeeded.

A. R. Biron, grocer, Montreal, is removing to St. Telesphore.

Clifford Grant, grocer, Halifax, has sold out to Lawson Smith.

R. E. Holyoke has opened a grocery store in Woodstock, N.B.

F. P. Carey, general merchant, Trail, has removed to Kamloops.

B. F. Fox, general merchant, Forest Mills, has removed to Roslin.

The Brownsville Cheese Manufacturing Co., Brownsville, Ont., has sold out.

R. & W. Milligan, grocers, Wallaceburg, have sold out to M. J. Fernald & Co.

A. C. Buchanan & Co., grocers, Nelson, B.C., have opened branch at Salmo.

S. Jamieson, general merchant, Battersea, has sold out and retired from business.

Drien & Letourneaux is the style of a new grocery firm in St. Henri de Montreal.

A. Brissette & Fils., importers of liquors, etc., Montreal, are retiring from business.

J. A. Charron, general store, Richmond, is advertising that he intends to leave that place.

C. Harper & Co., general merchants, Port Elgin, N.B., have sold out to C. Writton.

Belle Wiswell, general merchant, South Farmington, N.S., is advertising going out of business.

The estate of W. Park, general merchant, Newcastle, N.B., has been succeeded by Chas. Park.

W. B. Bowers, grocer, Guelph, has sold out to Wesley Fielding, who takes possession April 1.

L. C. Hughes, general merchant and publisher, Tottenham, has given up the general store business.

Caverhill, Hughes & Co., wholesale grocers, Montreal, have dissolved, and Henry F. Hughes has been registered sole proprietor.

FIRES.

Mary Russell, grocer, etc., Ridgeway, has been burned out.

H. W. Waddell, general merchant, Port Lambton, has suffered loss from fire.

DEATHS.

P. J. Jukes, grocer, Springhill, N.S., is dead.

P. McArthur, general merchant, Dalesville, Que., is dead.

A HUMAN FACE IN AN OYSTER SHELL.

That this is so is indicated by an oyster shell sent to The Baltimore Sun office by Mr. R. M. Jobe, recently. On the flat surface of the shell, against which the heart of the oyster had rested, is a remarkable representation of a human face. Held at a little distance it looks not unlike a portrait in minature, and though the countenance is not a handsome or a pleasing one, and the features are somewhat drawn and distorted, it is strikingly lifelike. Whose was the face that the oyster saw at its window and painted upon its shell will probably be never known any more than the name of the oyster artist itself, whose identity was unfortunately undisclosed before it was committed to the soup. The portrait of the unknown remains, however, as a curious illustration of subaqueous art, wrought almost as delicately and cleverly as a Japanese painting on china.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
1-4 lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
1-4 lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

Smoked Hams
Smoked Rolls
Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers
TORONTO

Feathers! We Buy Them

All grades; Goose, Hen, Duck and Turkey; give the highest market price

AND PAY CASH

General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.

ALASKA FEATHER & DOWN CO.

290 Guy St., **Montreal.**

WE . . . HANDLE **SALT** exclusively.

Write us when you want it. . . . .

VERRET, STEWART & CO. - MONTREAL

TRY A PACKAGE OF OUR **"CLUB HOUSE"**

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers . . . . . 14 and 16 Mincing Lane

TORONTO

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - **TORONTO, ONT.**

Other Firms...

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer. . . . .

Write to—

MEADOW SWEET CHEESE CO.

P. O. Box 2321, MONTREAL

For Price List.

RETURNED Feb. 19 W. J. Williamson

First and Foremost

EAST INDIA PICKLES

None Finer ever offered to the Trade...

A High-Grade Pickle at Moderate Cost

A. E. Richards & Co. Selling Agents **Hamilton.**

Do you Handle **SOUTHWELL'S?**

IF NOT WHY?

We will be pleased to send you quotations.

Southwell's Jams, Jellies and Marmalades

. . . Are Pure Fruit . . .

Canadian Agents

FRANK MAGOR & CO. 16 St. John Street, **Montreal.**

CURRENT MARKET QUOTATIONS

Toronto, Feb. 11, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

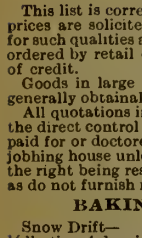
All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case	per doz.	$ 0 75
¼ " 3 "	"	
1 " 2 "	"	2 00
3 " 1 "	"	6 50
5 " ½ "	"	10 00
10 lb. boxes	per lb.	16
30 lb. pails	"	16

PURE GOLD.



5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
2½ lb. cans, 1 and 2 doz. in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 60
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 80
4oz. cans, 4 and 6 doz, in case	1 25
10 cent can	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round	1 80
1 lb., 2 doz. cases, round	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—

Size 1, in 2 and 4 doz. boxes	$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lh. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—

1 lh. tins, 2 doz. in case	per doz.	1 20
½ lb. tins, 3 " "	"	90
¼ lb. tins, 4 " "	"	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars	$1 25
1 lh. glass jars	2 00
1 lh. sealer jars	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases	$0 75
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKINO.	per gross
½ No. 4	$4 00
½ No. 6	4 50
½ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

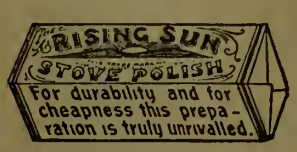
	per doz
New York Dressing, 1 doz. cases	0 75
panish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing	2 00

BLACK LEAD.

Reckitt's Black Lead, per box $1 15

Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.

Dixon's Carburet of Iron Stove Polish, 70c doz ..... Per gr. 7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes	
Sun Paste, 10c. size, ¼ gross boxes	10 00
Sun Paste, 5c. size, ¼ gross boxes	5 00

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bottles	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed	0 07
Warblers Bird Seed	0 06¼
Belgian Bird Seed	0 06
International Bird Seed	0 05½
German X Bird Seed	0 05
German Bird Seed	0 04½
London Bird Seed, hulk 25 lh. cases.	0 05
Bird Gravel, 10c. pkts., 24 in case	0 06
Bird Gravel, 5c. pkts., 48 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

CORN BROOMS

CHAS. BOECKH & SONS.

	per doz. net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

Starch is Starch

EDWARDSBURG STARCH CO.
Cardinal,
Ont.

But some of it is hardly worth calling starch. Flour or chalk might just as well be used in many cases, and produce as good results as many so-called "Starches."

When a thoroughly reliable article is desired avoid risk by getting what you know to be first-class and absolutely pure. You can't improve on

EDWARDSBURG STARCH.

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS. per doz.

Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 70	1 90
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 50	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 60	0 75
" Sifted select	0 80	0 95
" Extra sifted	1 15	1 30
Pears, Bartlett, 2's	1 65	1 75
" 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 40	2 50
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 70	0 75
Lobster, talls	2 20	2 40
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 45
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " ¼s	0 10½	0 11
" " " " ½s	0 18½	0 19
Sardines, other brands 9¾	11 0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½s "	0 33	0 36
Sardines, Amer., ¼s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb	1 10	1 15
Kippered Herring, 1-lb	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	2	$1 20	$1 35
" " " "	2	2 30	2 50
Comp Corn Beef 4-lb. can		....	....
" " " "	14	7 75	8 25
" " " "	14	15 00	16 00
Minced Callops	2	....	2 60
" "	2	2 60	2 65
Lunch Tongue	1	3 40	3 50
" "	2	....	6 00
English Brawn	2	2 75	2 80
Camb Sausage	1	....	2 50
" "	2	....	4 00
Soups, assorted	1	....	1 50
" "	2	....	2 25
Soups and Boull.	2	....	1 80
"	6	....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
" 4 lb	5 50	5 80
" 6 lb	8 50	8 80
" 14 lb	17 50	18 00
Roast Beef, 1 lb	1 40	1 50
2 lb	2 60	2 75
Luncheon Beef, 1 lb	1 60	1 70
" 2 lb	2 75	2 85
Brawn 1 lb	1 30	1 40
" 2 lb	2 35	2 50
" 6 lb	6 60	6 80
" 14 lb	14 50	15 00
Ox Tongue, 1½ lb	7 00	7 20
" " 2 lb	8 50	8 80
" " 2½ lb	10 75	11 00
Lunch Tongue, 1 lb	3 35	3 50
" " 2 lb	6 50	6 80
Chipped Beef, ½ lb	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb	70	75
Potted Meats, Tongue or Ham ½ lb	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb	70	75
Potted Deviled Ham or Tongue, ½ lb	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt	3 00	3 15
" 1 pt	2 00	2 10
Gelatine of Boar's Head, 2 lb	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish. per doz.

Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	8 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs	In 12 lb bxs
Vanilla— Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla— White "	0 73	0 83
Unsweetened— Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles— ½ lb. boxes "	0 19	0 20

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc.
Used for lunch and breakfast as sandwiches.
Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald.
For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH
SEEDS for 1897

Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND"
OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Salt
Salt
Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . . .

TORONTO SALT WORKS

TORONTO, ONT.

Every up-to-date Grocer should keep

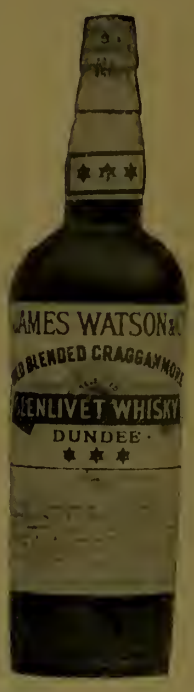
COWAN'S
HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and **FAMOUS BLEND COFFEE**

Send your orders to

THE COWAN CO., Ltd.

470 King St. East, Toronto

ASK FOR
MOTT'S



Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.
(A. P. Tippet & Co., Agents.)

	per lb.
Chocolate—	
Caracas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ½'s, 6 lb. bxs.	0 24
Fry's "Monogram," ½'s, 6 lb. bxs.	0 24
Cocoa—	per do z
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate. 0 21	0 43
Mott's Sweet Chocolate Liquors. 0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamood Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ½ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.
Terms, 3 p.o., off 30 days.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	0 20	0 22
Improved Shredded, "	0 18	0 20
Beaver "	0 16	0 18
Macaroon "	0 16	0 18
Desiccated "	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20

TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Laguaya "	....	0 27
Mocha and Java	0 32	0 35
Old Government Java	0 30	0 36
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 26
Crushed East Iodia	....	0 20

EXTRACTS.

	per doz.
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

MAPLE SYRUP

In Bottles
In Quart Tins
In Half-Gallon Tins
In Gallon Tins
In 5-Gallon Tins

You can always include a case of T. B. & C. Co.'s . .

CREAM SODAS

When you are ordering goods. They are the original brand.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST - - TORONTO. S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.		0 90
2 " " "		1 50
2½ " " "		2 00
4 " " "		3 00
8 " Bottle "		6 00
4 " Glass Stop'r "		3 50
8 " " "		7 00
Parisian Essence, per gross		21 00
Ketchup, Fluted Bottles	gross	12 00
Ketchup, Screw Top	"	21 00
" S. & L. "High Grade" per doz		3 50
Pepper Sauce, per gross		15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins		$ 3 00
No. 2, 4 oz. tins		5 00
No. 3, 8 oz. tins		8 75
No. 4, 1 lb. tins		14 25
No. 5, 2 lb. tins		27 00
Stamiual—2 oz. bottles		3 00
4 oz. "		6 00
8 oz. "		9 00
16 oz. "		12 75
Fluid Beef Cordial—20 oz. bottles		15 00
Milk Granules, in cases, 4 doz		6 00
Milk Granules with Cereals, in cases, 4 doz		5 [illegible]

FRUITS.

FOREIGN.	per lb.	
Currants—Provincials, bbls ..	0 04½	0 04¼
" ½ bbls ..	0 04½	0 04¼
" Filiatras, bbls	0 04½	0 04½
" ½ bbls ..	0 04¼	0 04½
" Patras, bbls	0 05	0 05⅛
" ½ bbls	0 05	0 05⅛
" cases	0 05	0 05½
" Vostizzas, cases	0 07	0 08½
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 06½	0 06¾
Figs—Eleme, 10 oz	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 16
" taps	0 03¾	0 04½
" natural, boxes		0 07
" ditto, bags		0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia, off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07¼	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½	0 08½
" Malaga	per box.	
" London Layers	1 60	1 80
" Black Baskets	2 20	2 65
" Blue Baskets	2 25	3 50
" Choice Clusters	2 25	2 75
" Dehesa Clusters	3 50	4 00
" Non Plus Ultra		6 00
" Imperial Bunches	5 75	6 00
" " Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb	0 02½	0 03
" evaporated	0 03	0 04

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.		2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYOIENIC SELF-RISINO

FLOURS.	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot	1 20
Crystalized Fruit, flavored	1 65
Acidulated	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto— 50 to 60 dy basis		2 30
40 dy		2 35
30 dy		2 40
20 16 and 12 dy		2 45
10 dy		2 50
8 and 9 dy		2 55
6 and 7 dy		2 70
5 dy		2 90
4 dy A P		2 90
3 dy A P		3 30
4 dy C P		2 70
3 dy C P		3 90
HORSE NAILS— Canadian, dis. 50 per cent.		
HORSE SHOES— From Toronto, per keg		3 60
SCREWS—Wood— Flat-head iron, 80, 10 and 10 p. c. dis.		
Round-head iron, 75, 10 and 10 p. c. dis.		
Flat-head brass, 77½, 10 and 10 p. c. dis.		
Round-head brass, 72½, 10 and 10 p.c. dis.		
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]		
1st break (25 in. and under)		1 35
ROPE—Manilla	0 09	0 09½
Sisal	0 06¾	0 07¼
AXES—Per box	5 25	9 00
SHOT—Canadian, dis, 17½ per cent.		
HINOES— Heavy T and strap	0 04¾	0 05
Screw, hook and strap	0 03¾	0 04
WHITE LEAD—Pure Association guarantee, ground in oil.	per 100 lbs.	
25 lb. irons		5 15
No. 1		4 77½
No. 2		4 35
No. 3		4 02
TURPENTINE— Selected packages, per gal.	0 40	0 41
2c. extra outside points.		
LINSEED OIL— Raw, per gal	0 44	0 45
Boiled, "	0 47	0 48
2c. extra outside points.		
GLUE—Common per lb	0 07¾	0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL S GOODS. per doz.
Frank Magor & Co., Agents.

Orange Marmalade		1 50
Clear Jelly Marmalade		1 80
Strawberry W. F. Jam		2 00
Raspberry " "		2 00
Apricot " "		1 75
Black Currant "		1 85
Other Jams " "	1 55	1 90
Red Currant Jelly		2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNO & SMYLIE S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch— 1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish— Old Irish	7 50	8
Banagher	9 50	10 00
" in wood, per gal.	4 25	5 25
Geo. Sayer & Co. Cognac— 1 Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto— Ports	2 10	6 50
Wisdom & Warter— Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch		4 40
Special old Scotch		5 00

MUSTARD.

COLMAN'S OR KEEN'S.

	per lb
Square Tins— D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins— F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.	
Pony size,	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 00
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

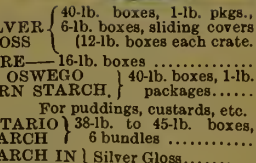
Rice—	per lb.	per lb
Standard "B"	0 03⅜	0 03¾
Patna		0 04¾
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch— W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch— Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINOSFORD'S OSWEGO STARCH



SILVER GLOSS	40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate.	0 08
		0 08½
PURE—16-lb. boxes		0 07
OSWEGO CORN STARCH	40-lb. boxes, 1-lb. packages	0 07½

For puddings, custards, etc.

ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches— Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry— 3 lb. cartoons, cases 36 lbs.	0 05¼
Bbls., 175 lbs.	0 04¾
Kegs, 100 lbs.	0 04¾
Lily White Gloss— Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss— 1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch— 1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch— 40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn— 1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn— 1 lb. pkgs., boxes 40 lbs.	0 06½

SUGAR.

	per lb.
Granulated	4 1-16 to 4 10
Paris Lump, bbls. and 100-lb. boxes	0 05¾ 0 05½
" in 50 lb. boxes	0 05½ 0 05⅝
Extra Ground, bbls. Icing	0 05⅞ 0 05½
Powdered, bbls	0 05 0 05½
Very bright refined	0 03⅝ 0 03¾
Bright Yellow	0 03⅜ 0 03⅝
Dark Yellow	3 30 c 35
Demerara	3 50 0 00

We Stand Alone

So far ahead are we of all Competitors.

Our Packages have a larger sale than all the other manufacturers' put together.

SCHEPP'S

The Standard Cocoanut

Factory, 6 and 8 Bay St. TORONTO.

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

HELLO!!! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other Try it and be convinced of its superior quality.

Manufactured ONLY by...

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	....	1 00
" 3 gal. pails.....	1 35	1 40
MOLASSES.		
Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

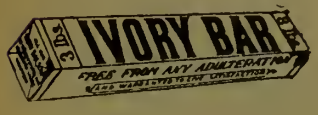
SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot.....	4 20
Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

BLACK.	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25
CEYLON.		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35
CHINA GREENS.		
unpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14
Young Hyson— PING SUEYS.		
Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Chests— JAPAN.		
Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11
LIPTON S TEAS.		
No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices,

"SALADA" CEYLON.	per lb.
Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.....		0 42
Gold Label, " 80c.....		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twln Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—	
Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5lb. bx	0 38
I. O. F., 1-10, 5 lb. box	0 28½
Sohmer, 1-10, 5 lb. box	0 32½
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco, all sizes.....	0 60
Crown Cut Plug Mixture, ½ lb. tin	0 50
" " 1 lb. tin	0 47

Cigarettes—	per 1,000
Sonadora Havana...	$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tobacco)	3 50

Plug tobaccos (sweet chewing)—		per lb
Navy, in caddies.....	....	0 35
Navy, plug mark.....	0 33	35
Honey, boxes and caddies	....	43
Spun roll chewing, boxes	....	55
Plug smoking (with or without tags)—		per lb
Black Crown, caddies	...	0 35
Crown Rouge smoking....	....	0 38
Leaf tobacco, in bales....	0 08	0 20

Cigars—	
La Sonadora Reina Victoria Flor Fina, 1-20....	$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Creme de la Creme Reina Victoria Extra, 1-20....	55 00
Creme de la Creme Reina Victoria Special, 1-20....	50 00
Honeymoon, Regalia Comme il Fait, 1-40	55 00
El Caza Culebras, 1-40....	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10.....	25 00
Ditto, low grades 13 50	20 00

CIGARS—S. DAVIS & SONS, MONTREAL.

Sizes.	Per M
Madre E' Hijo, Lord Lansdowne....$60 00	
" " Panetelas	60 00
Madre E' Hijo, Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins.....	55 00
El Padre, Reina Victoria	55 00
" Reina Victoria Especial..	50 00
" Conchas de Regalia.....	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine.....	35 00
Cable, Conchas	30 00
" Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre.....	1 00
Mauricio.....	15 00

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Palls, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ½ gro. bxs	3 50	3 70
Parlor.....	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger.....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross.....$	2 00
" 10 " "	1 10
" 2 Tiger, ...	5 00
" 4 " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE Oil

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

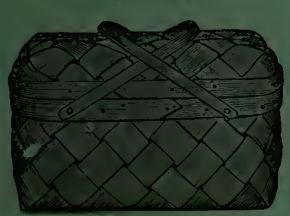
TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.
Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF



1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❀ **16 oz. Bottle, $1.00.**

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW
TORONTO . . . . MONTREAL

Established 1780.

Walter Baker & Co. LTD.

Trade-Mark.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES
on this Continent.

No **Chemicals** are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto,
Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

PUREST AND BEST

WINDSOR ... SALT

Please remember the name "WINDSOR" when you require salt. The most modern and scientific system is used in the manufacture of WINDSOR SALT, and the neatest and most attractive packages are used.

For Sale by all Wholesale Grocers in Canada.

The Windsor Salt Co., Limited, Windsor, Ont.

THE "GENUINE"

is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass.

HEAT WILL NOT BREAK IT.

THE GENUINE · HEAT WILL NOT BREAK IT. · MADE OF PURE LEAD GLASS · TRADE MARK REGD

EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.

COWANS, KENT & CO., - TORONTO

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES 36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

COX'S GELATINE

Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

EL PADRE NEEDLES EL PADRE NEEDLES

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, FEBRUARY 19, 1897. No. 8

Manufacturers to Her Majesty the Queen by Special Warrant

To the Court of Holland and the King of Italy

Purveyors to H.R.H. the Prince of Wales

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

Bulls Head Trade Mark

ONLY GOLD MEDAL PARIS 1878

1878 Cross of the Legion of Honour

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875

Only Medal Dublin 1865. Grand Gold Medal Moscow 1872 &c &c

Kippered Herrings

The recognized leading Brand in all the markets of the world.

Fresh Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

MARSHALL & CO.
Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

VARSITY CIGAR 5c. THE BEST IN THE MARKET

SOUPS

Why not handle the best? Your customers will gladly pay a few cents more for a tin of soup if you can assure them that "It is the best." You can safely say this of

Armour's White Label Brand

H. P. ECKARDT & CO.

TORONTO

Batty's

NABOB PICKLES and ... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DON'T FORGET

That in selling Silver Dust Washing Powder you

MAKE MORE MONEY

than by selling any other. It gives the greatest satisfaction. Don't wait for the spring rush. Order now.

The Silver Dust Mfg. Co.

Hamilton, Ont.

Something New...

BLACK BIRD
SILVER BIRD
..TEAS

Are packed in handsome 1-lb. Tins, 50 in case. Quickest seller you ever saw. Every person who sees them buys a tin. Write for a case.

T. B. Escott & Co. Wholesale Grocers London

Standard Goods THE Best to Handle

FOR PURITY

This brand is always reliable.

BICARBONATE OF SODA
TRADE
MARK.
THE UNITED ALKALI CO.

FOR STRENGTH

Highest test $98\frac{50}{100}$ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

Lazenby's Jelly Tablets

These are **ABSOLUTELY PURE** and made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality made.

FLAVORS

LEMON,	PUNCH,	VANILLA,	CALVES' FOOT,
ORANGE,	COGNAC,	CHAMPAGNE,	STRAWBERRY,
CHERRY,	RASPBERRY,	MADEIRA,	PINE APPLE.

BOXES CONTAIN : 2-doz. ½-pint, 1-doz. pint, or 1-doz. quart packets.

A RELIABLE

Castile Soap

IS

"LE LION ROUGE"

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.
LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

CRESCENT BRAND
BM&Co.
TRADE MARK.

BRUNNER, MOND & CO., Ltd,
NORTHWICH, ENGLAND
MANUFACTURERS OF

BICARBONATE of SODA
REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS
Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL
SOLE AGENTS FOR THE DOMINION OF CANADA

WHY NOT HANDLE THE BEST
When it will Sell at Sight ?

ENGLISH ARMY BLACKING

We do not offer pianos, bicycles or cutters to induce merchants to handle this blacking. The quality and style of the article does the business.

The F. F. Dalley Co. Ltd. - Hamilton, Can.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
1-4 lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
1-4 lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

Smoked Hams

Smoked Rolls

Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.

Wholesale Pork Packers
TORONTO

"CROSSE & BLACKWELL"

SEASON 1897

Fresh Fruits, Jams, Jellies and Orange Marmalade, in glass jars with patent vacuum covers. Also

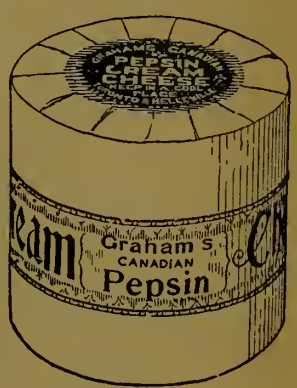
CANDIED PEELS

Lemon, Orange, Citron.

The above are the finest goods in the market.

Pepsin Cream Cheese

Is still booming and finding favor with all our old customers, and securing many new ones. All grocers selling these goods will kindly remember they are not like canned goods, and can be left on the shelf in any kind of temperature. Any place suitable for keeping butter will do for **Graham Pepsin Cream Cheese.** Don't put it on the counter and spoil it with heat. This will spoil the goods and ruin **your** sale of **our** goods. We supply **dummies** for the counter.



R. J. GRAHAM 519 KING STREET WEST **Toronto**

FOR THE

Whitest
Lightest
and
Sweetest
Cakes

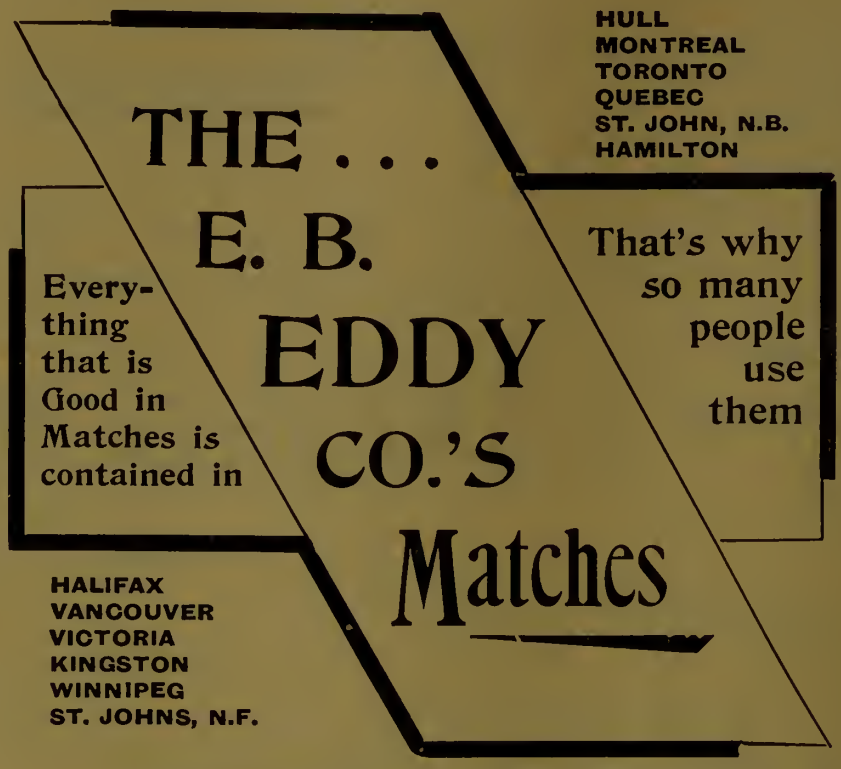
USE

Ocean Wave Baking Powder

Manufactured by the

Hamilton Coffee and Spice Co.

HAMILTON, ONT.



The E. B. EDDY CO., Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

BROOMS

ROSE, THISTLE PANSY

Freight paid on 5-doz. lots.

MATCHES

SOVEREIGN MATCHES

Freight paid on 5-case lots.

The H. A. NELSON & SONS CO., Ltd., Toronto and Montreal.

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

Freight prepaid to all Railway points in Ontario East of Port Arthur on 5-case lots

REINDEER BRAND

CONDENSED GOODS

Milk, Coffees, Cocoa, and Evaporated Cream.

All Wholesale Grocers handle these goods.

W. H. GILLARD & CO.

HAMILTON

Advise the Trade:

That their stock of **TEA** in all growths and grades is extensive and varied. Exceptional values in every line.

Wide-awake grocers—rounding up stocks in anticipation of a duty—will serve their best interests by writing for samples, for comparison and draw.

A Constant Demand

"Rose Brand"
Hams, Bacon, Lard.

Do you turn your money often? Slow selling things eat up a lot of profit. Poor quality often means unsalable quality—after it has stood on your shelves for awhile

"ROSE BRAND" LARD

sells easily and steadily. There is a constant demand for it. It is pure beyond question and warranted highest quality. There is no lard made that is safer for you to sell.

The GEO. MATTHEWS CO. Ltd.
Ottawa and Peterborough.

A Steady Profit

There's hardly a man

woman or child in Christendom that does not like good mince pie. The quality of the pie depends largely upon the mince meat, and the experience of years has proved the excellence of

Wethey's Condensed Mince Meat

J. H. Wethey, Mfr., St. Catharines.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, FEBRUARY 19, 1897 ($2.00 per Year) No. 8

THE DEPARTMENT STORE.

By Samuel Hopkins Adams in Scribner's Magazine.

ASIDE from departures in policy and innovations on a large scale the originality of the department store is largely supplied by two departments to some extent correlated. These are the advertising department and the window-dressing department. One is the literature of the great store ; the other its art. The shop-windows are a great stimulus for the department whose goods are displayed in them. A good showing will often wonderfully increase the sale of the stock as well as attract customers to the store who are new to it. Frequently the head advertising man is the general manager of the store. Whether this is the case or not, he is a general supervisor of the establishment, with a complete knowledge of its ever-changing detail. Every day he holds consultations with heads of departments to find out what particular lines of articles they want "boomed," and about those articles he writes alluring statements for the shopping public to read, sometimes arranging for illustrations with them. The amount of money spent for advertising is appalling when looked upon as an expense. One great store in Philadelphia spends on an average $1,000 every day in the year, and a good many spend $500 a day. The advertising receives probably more of the personal attention of the head of the house than any other department. The head of the firm which expends the great sum just mentioned personally suggests and frequently writes the leading lines in the daily announcement. The proprietor of a great store in Brooklyn does this invariably, and thinks the time well spent which the work daily requires. The mail department tends to enlarge this expenditure, as the store reaches out to the utmost parts of the country, and the future will no doubt see an even greater development in the effort to secure mail customers in the small towns and in country places.

Advertisement writing has, within the last few years, become a fine art. The writer must be thoroughly up to date in his ideas, and the latest methods require that he furnish something new every day. Genuine wit and humor are found over the "adv." mark in the papers. It is pretty safe to say that every good advertising man earns his salary, and the best man in the country at this work is said to receive $15,000 a year.

There is little question but that the great department store is a benefit to the buying public, because of the low prices which prevail in it, because of its convenience and as a rule, honest dealing, and because it concentrates many lines of stock within a small space. On the other hand, it is a question if it is not in its tendency a menace to some of our commercial institutions. It has already made marked inroads on several lines of retail selling without bestowing any corresponding benefit. Especially is this true of goods which have been handled by salespeople with special education and training, and where there existed in the business a pride beyond that of mere trading which gave it distinction. Perhaps the best instance of this is to be found in the store book department, the stock of which is, with the exception of possibly a few establishments, composed of only the newest or, perhaps, the least worthy of books, or volumes in inferior editions.

The salespeople are often illiterate and untrained, and the whole tone of the place is the antithesis of what the book-lover looks for in such a place. Yet the supplying of the most salable books at the very lowest prices drives the small bookseller, who carries a large stock and employs competent assistance, out of the business, and threatens the extinction of shops which have served a valuable purpose. Much the same may be said in disparagement of the store "picture department," the stock displayed, and the taste appealed to, is even inferior, by comparison, to the book department. It may be only a question of time when each part of the great stores will be as perfect as the best shops devoted to single kinds of goods ; but it is certainly true now that with the exception of some of the oldest and largest departments it is the aggregation of stock and prices which attract the customers, and not the quality and selection of goods displayed.

From time to time the practices and methods of one or another of the great stores have been made the subject of legislative inquiry ; but invariably with unimportant results. And now a powerful organization has been formed in New York by some thirty or forty of the big stores for mutual support and protection. Representing, as it does, more than $50,000,000 of capital, it is a formidable combination ; and, while its object is not definitely so stated, there is no doubt but that it will oppose with all its strength any legislation looking toward an interference with the business.

Public opinion has been brought to bear upon the management of the department store. The Consumers' League of New York has been organized, with the object of compelling the stores to treat their employes equitably. It fights for light, airy rooms, seats for the salespeople, reform in the system of fines, vacations with pay, and recompense for overtime. Such stores as live up to the principles set down by the Leaguers are put on the "White List." The members of the League do their shopping in the listed stores. The League has set forth what it calls a "Standard of a Fair House," as follows :

WAGES.

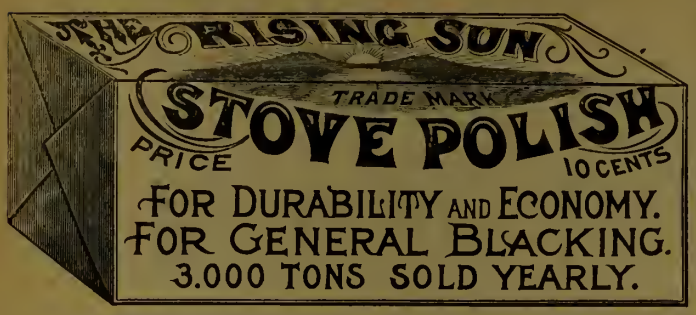
A Fair House is one in which equal pay is given for work of equal value irrespective of sex. In the departments where women only are employed, in which the minimum wages are $6 per week for experienced adult workers, and fall in few instances below $8.

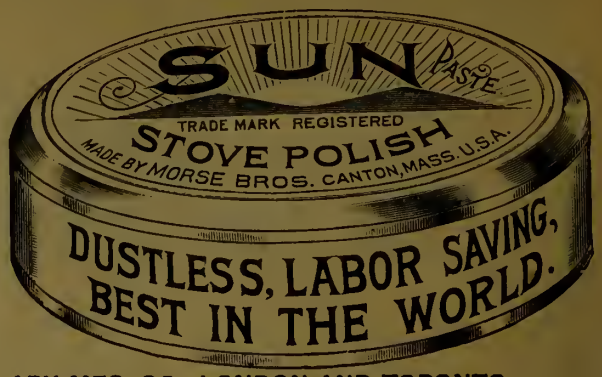
In which wages are paid by the week.

In which fines, if imposed, are paid into a fund for the benefit of the employes.

In which the minimum wages of cash girls are $2

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH





MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

per week, with the same conditions regarding weekly payments and fines.

HOURS.

A Fair House is one in which the hours from 8 a.m. to 6 p.m. (with three-quarters of an hour for lunch) constitute the working day, and a general half-holiday is given on one day of each week during at least two summer months.

In which a vacation of not less than one week with pay during the summer season is given.

In which all overtime is compensated for.

PHYSICAL CONDITIONS.

A Fair House is one in which work, lunch, and retiring rooms are apart from each other, and conform in all respects to the present sanitary laws.

In which the present law regarding the providing of seats for saleswomen is observed and the use of seats permitted.

OTHER CONDITIONS.

A Fair House is one in which humane and considerate behavior is the rule.

In which fidelity and length of service meet with the consideration which is their due.

In which no children under fourteen years of age are employed.

In a great store in Philadelphia every employe who has been there for more than six months gets a vacation with full pay. For ten evenings only out of the year is the store open. A careful record of this extra work is kept, and when the slack season comes the employes get hour for hour in time off. More than this, a certain percentage on sales made during these evenings is given to the employes. The system of fines is not harsh, and the money so obtained goes into the coffers of the employes' organization, and not to the firm. In this respect all but the best New York stores are far behind those of the other large Eastern cities, and most of them consider that by furnishing dinners free to the employes during the season when they keep open at night they are fulfilling all requirements. Many of them do not even furnish these meals. Some few New York concerns allow hour for hour for extra work, but do not pay for it in money. Almost the only fair position is that of the places which require no evening work at any time. Vacations are almost unknown in the low-class stores, but enforced absence without pay is part of the financial policy. It saves money, and moreover, the employes do better work for taking some sort of holiday, no matter how ill they can afford it.

A most hopeful sign for the future, however, is the growing acceptation of the maxim that good treatment of employes is sound business policy. Years ago one of the leading employers set out to establish a feeling of loyalty to the establishment by fostering esprit de corps among his employes; other stores have followed his example in the matter of encouraging social and beneficial societies, and there is scarcely one of the big stores but has its yearly entertainments. In the store just mentioned the salaries are paid to the officers of the store societies from the fines collected from employes. There are classes in French, German, Spanish and Italian, besides simpler branches of instruction. Other stores have manifested sudden attacks of philanthropy, such as trips to Europe for the salespeople, and lavish gifts at Christmas-time; but the shop people appreciate most fair treatment and fair wages. This is what pays in the end. In New York, at least, reform in internal methods is more likely to come from an appreciation of the advantages to be derived than from legislation or external pressure.

Whether for good or for evil the department store has come to stay. The system which it represents extends throughout the country. Every city in the United States with a population of 100,000 or more has at least one of these stores. New York has fifty, Chicago a score, Philadelphia and Boston nearly as many, and Brooklyn a dozen or more. Time was when there seemed to be a prospect that the rivalry between these giants would involve them all in ruin. But they only increased in power and scope. That rivalry is largely a thing of the past. The fight is between the department store dealing in all lines of goods and the specific store dealing in but one. This century's end is witnessing the crisis of the battle; a battle on the one side for conquest, on the other for existence. The twentieth century will determine the issue.

"MADE IN CANADA."

THE Hamilton Brass Mfg. Co., of Hamilton, Ont., are now making a full line of the latest improved cash registers. These registers are made on the best and tried principles used in cash registers made in the United States, and all the parts are identically the same as the latest patterns of National cash registers. The cases are beautifully finished in brass and nickel plate, and handsomely designed. The mechanical parts of the machine are made of the finest and hardest metals, thus ensuring durability and accurate operation.

The machines are made in a variety of sizes with special attachments, such as detail adding, total adding and check printing devices, suitable for grocers, dry goods merchants, hardware, general stores, hotels, confectioners, in fact all merchants who do a cash or credit business.

It is hardly necessary to say anything as to the value of cash registers, as they are recognized as one of the essential fixtures of every retail merchant's business who is up to date.

The Hamilton Brass Mfg. Co. have sold during the last few months nearly 300 machines.

SELLING FOR CASH.

Lots of grocers think they can make the cash business go by charging the same price as those charged by the credit grocer. They make a mistake. The cash grocer is in a position to sell possibly 5 per cent. lower than his credit competitor, and he ought to do it. If he don't the whole strength of his position is gone, for people will buy on credit every time if they have to pay no more than they would spot cash.—Grocery World.

Reputation is a good word, it means a good deal; we have it for . . .

Distinctiveness

in label, package and quality of our . . . *Circle Tea*

LUCAS, STEELE & BRISTOL Wholesale Grocers HAMILTON

. . . FINE . . .

FLAVORING EXTRACTS

SEELY MFG. CO.'S GOODS

We have secured the agency for these choice flavorings, and have a full line in stock. When next in need of extracts give these a trial. . . .

JAMES TURNER & CO., - HAMILTON

We are Agents

for Ontario and Quebec for...

MACONOCHIE BROS.
LONDON, ENG.

Their name the world over is famous for excellence in...

Jams, Marmalade, Fruits, Pates, Camp Pies' Potted Meats, Bloater Paste, Pickles, Sauces' Vinegars, Fresh Herrings, Kippered Herrings, Findon Haddocks, Herrings in Shrimp Sauce.

The best is not too good for your customers—these goods are the best, not the highest priced.

ROBT. GREIG & CO.
MONTREAL.

Import Agents for :: MACONOCHIE BROS. for Prov. of Quebec and Ontario.

ELEME FIGS
COMADRA FIGS

We have still a few boxes Eleme Figs, 10 lb. Also a small lot Comadra Figs in mats, at very low prices. See our Travellers or write for prices.

THOS. KINNEAR & CO. WHOLESALE GROCERS TORONTO

THE OLD GROCER'S STORY.

A. P. M'Kishney.

They came into my grocery store just as 'twas turnin' night,
I was ready to wait on 'em when I'd tinkered up the light,
Old, bent and gray—this couple, was this good old man an' wife,
I reckon they had tried the joys and bitter sweets of life.
A tattered shawl of faded stripe was on her shoulders cast,
One wrinkled hand did grip its folds to hold 'em close an' fast,
A rusty bonnet kissed the snow upon her dear old head.
"We're come to buy a heap of things—the best you've got," she said.
Her face was full of wrinkles, and her voice was kind of broke,
An' his'n seemed to wrinkle when he turned to her an' spoke:
"Now, mother, you just go ahead, an' get the stuff, you know,
'Cause you remember what he liked a long, long time ago.
An' don't forgit the curns an' sich—buy up an awful sight.
While I trot out old roan, you see, the boy may come to-night.
The parson read it out, you know, a-smiling at the line:
'God bless you both, I'm likely to walk in most any time.'"
Just as the old man came around the corner with the rig,
A message boy came bouncin' in an' asked for Mr. Brigg.
"That's my old man," the mother cried, "our boy has maybe come,
An' wants to know why us two has raced away from home."
"What's that?" the old man hollers out, "come on, then, let us go,
'Twill never do to let him stay an hour alone, you know,
For Eddie never used to like to find himself alone,
So come on, mother, git right in, and I'll whip up old roan."
The boy, he turned his eyes on me, an' then on the old man,
Then on the mother, "Here," he said, "you tell 'em if you can."
An' handin' me a telegram he bounded out the door,
And leavin' me to do a thing I'd never done before.
I tore it open an' I held the words up to the light:
"An accident! Your son is dead, expect him home to-night."
Two faces lit with love an' joy were lookin' up at me.
An' something got into my eyes until I couldn't see.
I reached and grasped a hand of each—'twas awful news to tell.
I said, "Now look-a-here, old folks, that boy you love so well,
Is home all safe and sound to-night, you watched for him to come;
Now he's a-watchin' through the gate to give you welcome home."
They knew all that I meant to say, slowly they shambled out,
That they'd go after him quite soon I had not any doubt.
For God's a father, don't you know, and seein' all their pain—
And knowin' how they long to see their only boy again,
Some day he'll give a glorious feast 'way up in heaven's dome,
An angel's voice will whisper low, "Ed's folks have just got home!"

A STUDY OF SUCCESS.

The old gentleman was giving the boy advice, not so much because the boy needed it, as because he had more than he knew what to do with, and the boy might as well have it.

"Joshua," he said, "be polite ter everybody. Remember, ye ain't no millionaire, an' ye can't afford ter put on too many important ways."

"Well, I ain't so sure 'bout that," was the reply. "It seems to me they's lots o' people standin' 'round ready ter impose on ye of ye don't show some spunk."

"Ye hev ter bear lots o' things in this life. But it's work ez counts. Remember the little busy bee. He jes' keeps a-workin' an' a-workin', day in an' day out. An' they's mighty few bees, I'm given ter understan', as can't look back on their lives with satisfaction, and be p'nted out ter the neighbors ez a success; an' all because they jes' keeps on a-workin', an' a-workin'."

"That's so, father. But there's one trait of character 'bout the bee that you ain't dwelt on."

"What's that?"

"He don't 'low nobody ter sit on 'im."
—Detroit Free Press.

MONTREAL LEADS.

The statement of shipments of animals by the Allan Line during 1896 shows up the port of Montreal to advantage. The number of animals shipped from here was much greater and the loss much less than any of the other ports from which the Allan Line steamers carried. The number of animals shipped was as follows:

	Cattle.	Sheep.	Horses.
Moutreal	26 995	26,378	4,087
Boston	10,555	....	447
Philadelphia	10,116	3,304	377
New York	9,368	959	597
Portland	3,974	2,516	351
Halifax		....	38
	61,008	33,162	5.897

The mortality from the same ports was:

	Percentage of Loss.		
	Cattle.	Sheep.	Horses.
Montreal	0.15	0.36	0.46
Boston	0.73	....	2.46
Philadelphia	0.55	0.27	1.59
New York	0.24	1 14	3.01
Portland	0.45	0.55	1.13
Halifax	....	....	....

Our Teas Sell Themselves.

The following post card is but one of many that we have received. This one happens to be from one of the best tea buyers in the country :

_____ February 3, 1897.

Messrs. Davidson & Hay Ltd.

Dear Sirs,—Your tea "Black Swan" I drew with 18 other samples and you get the order for the above named tea—15 half-chests.

Respectfully yours,

_____ _____ _____

See Our Travellers' Samples

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

TRADE CHAT.

WHEN the tempest broke, the roof of the barn struck the tenderfoot in the chest, a haystack fell upon his head, and a cord of wood pinned his feet to the ground. Tears sprang to his eyes. "It reminds me," he sighed, "of sitting in a crowded trolley car when it goes round a curve. Ah, me ! "—Detroit Journal.

The St. Mary's Board of Trade has been re-organized.

Brantford's fire loss last year was only $1,528.50. In the last six years the losses were only $20,351.

Mr. Holman, Newbury, has sold his stock of dry goods and groceries to Mr. Gale, who is now removing the old stand.

The vintage of France in 1896 amounted to 981,000,000 gallons of wine, or 395,000,000 more than in 1895, and 308,000,000 gallons above the average production of the past ten years. In the figures here given for 1896, Algiers and Corsica are not included. It is estimated that the complete figures will reach about 1,078,000,000 gallons.

G. W. Stull, of Guelph, has shipped 20,000 pounds of tallow to London, Eng., for the purpose of testing the advisability of opening up a trade there.

A company has been organized in Sandwich with a capital stock of $50,000 for the purpose of trading in the grapes grown in that vicinity, and the manufacture of wine.

F. A. Gonne, the Queen's grocer, has deserted his old stand opposite the market, and is now found in the large premises formerly occupied by Scott & Flater, next to Somerville's restaurant. His reason for removal was a good one, as he found business too fast for the comparatively cramped quarters of his old store. As he is situated in his new stand, he has one of the largest and best equipped groceries in the city. Mr. Gonne has an enviable reputation as a first-class, obliging business man, and the growth of his trade until more room was necessary shows that he is appreciated by his customers.—Banner, Chatham.

FOOLSCAP PAPER.

Every schoolboy knows what foolscap paper is, but we doubt whether one in a hundred that daily use it can tell why it was so called.

When Oliver Cromwell became protector, after the execution of Charles I., he caused the stamp of the cap of liberty to be placed upon the paper used by the Government. Soon after the restoration of Charles II., having occasion to use some paper for dispatches, some of this Government paper was brought to him. On looking at it, and discovering the stamp, he inquired the meaning of it, and, on being told, he said : "Take it away ; I'll have nothing to do with a fool's cap."

Thus originated the term foolscap, which has since been applied to a certain size of glazed writing paper.

"We Can Sell No Other

except where people consider price alone and not quality. Kindly send us at once another lot of "Pan-Dried Rolled Oats"—our usual order. They are undoubtedly the finest cereals in the market. We were induced by a good oatmeal miller to try a few barrels of his goods as he had just put in the most improved machinery, but one taste of the raw meal was sufficient to show the difference."

Extract from a letter from an Ontario Co. grocer to

The Tillson Company, Ltd.
Tilsonburg, Ont.

From Manufacturer to Retailer Direct.

Pearl Tapioca!!

2½ CENTS

In lots of five bags or over.

Hudon, Hebert & Cie.

MONTREAL.

Fruit

A bargain **this week** in

California Evaporated

PEACHES

Bags

Splendid Value

Cheap Price

Fish

120 Kegs

Fine Fresh Water HERRINGS Heads off

F.O.B. Midland—Special price this week.

Also No. 1 Trout.

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Manufacturing Grocers

TORONTO - ONTARIO

THE CANNED GOODS PACK.

THE Canadian Packers' Association is in special session in Toronto this week. The meeting began on Wednesday, and up to the time of going to press is still in session.

The object of the meeting is to receive the report of the Executive Committee in regard to regulating the pack for the ensuing season.

Briefly, this report was to the effect that there should be a pro rata reduction in the pack.

Each member of the association recognizes that a reduction in the pack is necessary, but there is a difference of opinion as to how the desired end shall be accomplished.

The smaller factories are against a pro rata reduction, claiming that it would seriously handicap them. They are of opinion that the larger factories should carry the heavier end of the burden in this respect, which, of course, does not find favor with the latter.

"Although we may not be able to agree upon a uniform scheme," said one well-known packer, "you can depend upon this: We shall all go home firm in the determination to pack less goods next season."

President W. A. Ferguson, of Delhi, presided, and the attendance was the largest in the history of the association. Among those present were the following: J. E. Brethour, Burford Canning Co.; Dr. King, South Essex Preserving Co.; W. P. Innes, Simcoe; W. A. Carson, Belleville; A. C. Miller, Picton; M. McCauley, of Miller & Co., Trenton; W. M. Miller, Port Hope Preserving Co.; Thomas Nihan, Lincoln Canning Co., St. Catharines; W. Boulter, of W. Boulter & Sons, Toronto; M. B. Trumpour, Prince Edward Canning Co.; J. J. Nair, Aylmer Canning Co.; T. M. Dunn, Strathroy; H. J. Mathews, Lakeport Canning Co.; Secretary W. C. Breckenridge, Hamilton; Thos. E. Montague, West Lorne Canning Co.; W. J. Flynn, St. Catharines; J. B. Dolan, Dunmore.

A PROGRESSIVE MERCHANT.

The firm of Earle & Creighton, general merchants, Creemore, has recently been succeeded by A. Earle & Co. Mr. Earle, head of the firm, has been in business in Creemore about three years, and, during that time, has earned the reputation of being one of the most progressive merchants in that town. And he is popular as well as progressive. THE CANADIAN GROCER wishes Earle & Co. a prosperous career.

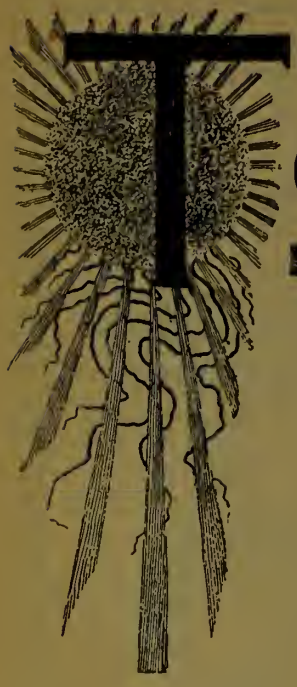
A MODEL SOLICITING LETTER FOR GROCERS.

At the recent London Groceries Exhibition, contest was held over the best letter soliciting trade. A prize was offered for the best letter, such as could be sent to a new resident of the town by a local grocer. The contestants were all grocers' clerks, and the successful letter was as follows:

DEAR MADAM,—We beg very respectfully to ask your kind consideration when deciding upon your grocer. If you will grant a perusal of our catalogue (sent herewith) we think that you will find that the prices quoted are as low as possible, consistent with first-class quality. Your acceptance and trial of the accompanying samples of tea will greatly oblige, and we may add that we have several other choice blends we can submit should these not be exactly to your taste. As will be seen from our list, we make a special feature of our provision department, which is always well stocked with the finest variety obtainable. Should you favor us with your commands it shall be our earnest endeavor, at all times, by prompt and careful attention to your every requirement, to give complete satisfaction. If not contrary to your wishes, our representative will wait upon you to-morrow, when any orders you may feel disposed to entrust us with will be esteemed.

We are, yours faithfully, S. & C.

Lucas, Steele & Bristol: "Our 'Circle' tea is a success. Sales are ahead of expectattons, but then, you know, the style and quality is a complete novelty."



To Tea Buyers

You are probably yet buying teas in the expectation that there will be a duty, which may or may not come. We would simply ask that you remember we are free sellers. You are welcome to the teas and the duty if it comes.

H. P. ECKARDT & CO., WHOLESALE GROCERS, TORONTO.

THIS WEEK...

We offer to

THE TRADE

A Genuine Bargain in

CHOICE FAMILY NATURAL FIGS

28-LB. BOXES.

These Figs are in prime order, and represent such value that keen buyers will do well to investigate.

W. H. GILLARD & CO., Wholesalers Only HAMILTON.

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
Limited.

Fine Magazine Printers
and
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
MONTREAL: Board of Trade Building. Telephone 1255.

John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

A HINT TO THE GOVERNMENT.

WHAT is done cannot well be undone. It is more and more obvious every day that the Government should have appointed a commission of business men to investigate the tariff and make a report thereon.

That would have been both the most expeditious and the most efficient way. But it did not. And now it is too late to undo what has been done.

The duty of the Government clearly now is to push with might and main the preparation of the new tariff so that when Parliament meets the instrument will be ready for immediate submission to the House.

It is imperative that it should be so.

For some months the knowledge that the tariff was to be revised has had a disquieting effect upon trade in spite of the fact that business men recognized that it was necessary that the tariff should be overhauled.

But now, with the prospect of a new tariff a couple of months hence, there is less disposition than ever to do business. In fact business is practically at a standstill.

The imports show it; the clearing houses show it; every business man is experiencing it.

The late Government went out of power chiefly because of its disregard of the representations and rights of the business men of the country.

The business men of this country asked the present Government to appoint a commission of independent business men to investigate the tariff; but it ignored the request.

The business men of this country some months ago asked the Government to fix a time when the new tariff should go into operation; but again there was no compliance.

Now the business interests of the country demand that the tariff bill be ready for submission to the House when it meets. If there is again non-compliance there is danger of the business men stamping the present Government as being no richer in business common sense or more awake to the business requirements of the country than its predecessor.

FIXED PRICE ON SUGAR.

EVERYONE in the grocery trade knows that for some time the wholesale grocers, like the retailers, have not been making a living profit on refined sugars on account of the price cutting which has obtained.

An understanding has, however, been arrived at among the jobbers in Toronto whereby, for the time being at least, this state of affairs shall no longer continue as far as the local trade is concerned.

The agreement is independent of the Guild, and every wholesaler in the city is a subscriber to it, including those who were formerly at daggers drawn with the Guild.

The prices fixed are: Lower Province granulated, 4 1-16c. per lb., for 5 bbls. and upward, and 4⅛c. for less than 5 bbls.; Montreal granulated, 4⅛c. to 4 3-16c. respectively. Yellows range from 3⅜ per lb. upwards.

At these prices, based upon the present market values, the wholesalers are ensured a profit of from eight to fifteen cents per barrel, or from 2 to 4 per cent., according to quantity sold.

Under the old Guild arrangement, which was dissolved five or six years ago, the Toronto wholesaler's profit was half a cent per lb., out of which he had to pay the freight, which varied according to the seasons. But taking it all round his margin was from ¼ to ⅜c. per lb. more than under the present local arrangement.

It might here be mentioned that wholesalers in the United States are guaranteed by the trust a profit of 3-16c. per lb., leaving them the option of making more if they can.

FALLACIOUS CHARGES.

THERE are two charges which those opposed to the idea of preferential trade with Great Britain frequently levy against those in Canada who are the advocates of it.

The one is that it is presumption to ask the Motherland to give the products of Canada a preference over those of foreign nations; the other is that they are asking her to do all the sacrificing.

Under certain conditions these premises would be well taken. But these conditions do not exist. Canadians are not cravens. They are willing to give and take in this matter. Those who levy the charges in question, through ignorance or design overlook this point altogether.

In the first place it must be remembered that the offer of preferential trade as it stands to-day did not come from Canada or any other British colony. It came from the Motherland herself: From a member of the British Government; from the Hon. Joseph Chamberlain, Secretary of State for the Colonies.

He, at the meeting of the British Chambers of Commerce held in London in June last, voluntarily extended an offer of preferential trade, but delegated to the colonies the duty of suggesting a scheme. And, furthermore, he asked them to hold a meeting at some future time in London for the purpose of bringing the scheme to the attention of the Imperial Government.

That should knock into silence the charge of presumption which is so commonly levied against advocates in Canada of preferential trade.

Then as to the charge that Canadians would be asking Great Britain to do all the sacrificing. A greater mistake could scarcely be made or a more deliberate untruth uttered.

No responsible newspaper in Canada, no reputable journal in Canada, has ever championed or even intimated any such thing.

The leader of the Government that was and the Premier of the Government that is, are both apostles of preferential trade, and both have distinctly laid down the proposition that for the preference that Great Britain would give our products, Canada,

under her tariff, must do likewise unto British goods. And this principle has been again and again enunciated by many newspapers and by various politicians.

Talk about sacrifice! If either party to a preferential trade arrangement stands to sacrifice anything it is Canada.

Of her total revenue nearly 70 per cent. is derived from the Customs, while for the past 29 years it has averaged over 73 per cent. Great Britain, on the other hand, depends only upon the Customs for 26 per cent. of her revenue.

A lower tariff against British goods would, therefore, mean a decreased revenue from the Customs, for not only would there be the loss on account of a lower tariff on British goods, but upon those from countries outside the British Empire as well, which we might naturally expect not to come in as freely as they do now.

But not only is there the sacrifice which loss of revenue would entail, but there is another loss to Canada which preferential trade with Great Britain would tend to induce: In some lines of home manufacture there would be necessarily a curtailment of production.

Great Britain, on the other hand, would lose nothing in revenue. On the contrary, she would gain. And as she is the great consuming market of the world, the impost of a small tax would not be a burden upon the consumer, not at least until such time as the present conditions are reversed and the United Kingdom is compelled to ask the producing countries to sell to her instead of they asking her to buy from them.

Whatever sacrifice, however, Canada may be put to, it would doubtless be more than compensated for by the benefits which would accrue from preferential trade with the United Kingdom. And for that reason THE CANADIAN GROCER allies itself with those who are championing that cause.

CURRANTS AGAIN ADVANCE.

Currants have experienced still another advance, a cable received in Toronto on Monday last noting a further gain of one shilling per cwt. in Patras.

This means an advance of about two shillings per cwt. during the past month, or equal to half a cent per pound.

The Produce Markets' Review of the 6th inst. in its review of the currant market says: "The stock of good grocery currants remaining in Greece, when added to the stock in the United Kingdom, will barely be sufficient to fill probable requirements, even if all consumed. The stock in London is 8,832 tons, against 14,831 tons last year, and the usual requirements up to the end of August averaged during the last five years between 16,000 and 17,000 tons. It is, therefore, evident that a considerable quantity will be required, which will be very difficult to obtain, if the latest reports from Greece are to be relied upon."

The manufacturers of glucose in Austria have formed a trust. They doubtless expect to glucose together.

THE CASH SYSTEM IN RIPLEY.

MR. C. E. MARQUIS, of Marquis Bros., general merchants, Ripley, has been paying a visit to his old home in Pickering. While en route home he on Tuesday last stopped over at Toronto, when THE CANADIAN GROCER had a few minutes' interesting chat with him.

Marquis Bros. have been in business in Ripley about two years, and from the beginning they adopted the cash system.

"We have found," said Mr. Marquis, in reply to a question, "the cash system to work well. At first it was slow work to convince customers that it was the best thing for them as well as for us, but we have little or no difficulty now, for we have made it plain to them that it will pay them better, if need be, to even borrow money and pay us cash than get goods on credit and consequently pay higher prices for them. We have just got through taking stock, and find that we have not one hundred and fifty dollars in money receivable on our books."

"Then you do give a little credit?"

"Well, we have a few monthly accounts. For instance, sometimes a customer whom we know to be financially sound, and whom we have found to keep his word with us, comes and asks us for one, two, three, or four weeks' credit, and we give it him. It would not do to make a hard and fast rule. There must be a little elasticity.

"Other merchants have also adopted the cash system, and to-day Ripley is practically a cash town, and I hope it will so continue to be," concluded Mr. Marquis.

TO KEEP OUT SPURIOUS TEA.

THERE is on the statute books of the United States a law designed to exclude impure teas from that country; but like similar laws elsewhere it has not been effective.

The chief weakness, it seems, is the absence of any guide for the inspectors as to what constitutes tea unfit for consumption. The result of this has been that each inspector has had his own idea on the matter. As a natural concomitant of that, tea which should have been kept out has been allowed in, while that which should have been allowed to come in was denied the right. Frequently, too, tea which had been shut out of one port has been sent to Canada or England and then brought back again to the United States through another port, where the inspector's idea was different from the inspector who had pronounced the tea unfit for consumption.

In order to improve these defects no less than two bills are now before Congress. The one has been prepared by the Ways and Means Committee and the other by the Treasury Department.

Both bills prohibit the importation of teas adulterated with spurious leaf, chemicals or other deleterious substances.

The bill prepared by the Treasury Department has been transmitted to the committee of the Senate, and provides for the appointment by the Secretary of the Treasury of a board of five, who shall establish standard samples of tea. The board is to be appointed every second year.

This bill differs from the committee bill in providing for a single board instead of separate boards at New York, Chicago and San Francisco, where the principal imports take place. The measure provides that the Secretary of the Treasury, upon the recommendation of the Board of Experts, shall fix and establish uniform standards of purity and fitness for consumption of the several kinds of teas imported into the United States, and shall procure and deposit in the Custom Houses of the three leading tea ports, and such other ports as he may determine, duplicate samples of such standards; that the secretary shall procure a sufficient number of other duplicate samples of such standards to supply the importers and dealers in tea at all ports desiring the same at cost; that such standards

shall continue to be the standards of purity and fitness for consumption of teas permitted to be imported into the United States, and on all teas or merchandise described as tea of inferior purity and fitness for consumption, and that teas and their substitutes falling below these standards shall be deemed unfit for consumption.

The fixing of uniform standards for the guidance of the inspectors will do much in the premises, but unless the inspectors are expert tea men, the conditions will be little if any more satisfactory than they are at present. It is not upon the standards, but upon the efficiency of the inspectors that thoroughness must rélie.

The merchant who has not veracity in his store will not keep much else very long.

NUTMEG SITUATION.

The position of the nutmeg market appears to be better than it has been for some time.

According to advices received this week in Toronto stocks in the primary markets have been reduced to within two-thirds of what they were at this time last year, while prices are 2d. lower

In view of these conditions it is the opinion that prices will ere long advance.

For the past couple of years nutmegs, like other spices, have been gradually tending downward. As a result buyers have been cautious in their purchases. It is estimated that they have only been taking about one-fifth their annual quantity.

What helps to give confidence in the nutmeg market is the tendency of spices generally towards higher valnes.

APPLE EXPORT TRADE.

Enquiries for apples are being received from the United States. They are principally for Spies. Although there are a good many of them stored throughout the country, yet some difficulty is being experienced in securing carload lots.

A cable received in Toronto on Tuesday, in regard to the English market, read: "Prices show slight decline. Market opened weak and closed the same. Inferior stocks neglected."

Shipments from this side of the Atlantic have been heavy of late and it is feared that this will have a depressing effect upon the market.

The exports last week were 48,000 from all ports, but the apples shipped were mostly from New Hampshire and Maine.

A biscuit war has broken out in the United States, and we may expect to see the price of crackers crushed out of all resemblance to their former selves.

CUTTING IN MOLASSES.

THE course of the molasses market has been a severe disappointment to traders in the staple in Montreal and the east this month.

Jobbers, generally, expected that the demand would increase after February 1, and held their stocks firm under this expectation. The expected demand has not yet materialized, and, in addition to bearish advices from the Islands, a large holder in Montreal is cutting the price on Barbadoes and Porto Rico, offering both in round lots at 26c.

These offers of course make it difficult for sellers who ask the regulation price of 28½ to 29c. to do business.

The absence of demand this spring in the province of Quebec is largely owing to the late period at which lumbering operations commenced. The shantymen are among the largest consumers of molasses, and as they did not, owing to the absence of snow, start for the woods until the middle or end of December, they naturally have consumed less molasses

Recent news from primary points also has been in favor of the bears. The first quotations cabled on Barbadoes were 11c., and they have since dropped to 10c., which is 3c. below the figure at which they stood at the corresponding period last spring.

Naturally this news is not cheering to holders of last season's stock. If they have to carry any of it over it will come into competition with new stock secured at a less cost and suffer in consequence.

It will not be surprising, therefore, considering the conditions and the desire for a turnover before new season's crop is on the market, if holders consent to a material shading.

The low price outside is attributed to the large quantities of New Orleans stock offering this year at fully 10c. below what it was selling for at the same time last year.

EXPORT TRADE VIA ST. JOHN.

The people of St. John, N.B., were much pleased with the success of their first winter's business, but the increase during this, the second winter, has been so far satisfactory beyond expectation.

Last year, up to the present time, but 13 steamers engaged in this business had cleared from the port; this year the number is 21. Last season Liverpool, London and Glasgow were the only ports to which cargoes were taken; now Belfast and Dublin have been added.

Three years ago the exports for this period were valued at only $318,000. Last year they increased to nearly $1,000,000, and this year they are already over $1,500,000. In United States product alone the increase from last year is over 1,000 carloads.

The advantage to St. John is very great, upwards of $1,000 being paid in wages per day since the first week in December.

The steamers to London have had the largest business, but the shipments to Liverpool have been large, and they are increasing so fast that the Beaver Line have made arrangements to have one of the large steamers of the Elder-Dempster Co. make two trips from St. John. This steamer is the Assaye, of 4,900 tons register.

H. G. COLLAMORE.

THERE are many popular commercial travelers on the road. Among them is H. G. Collamore, who for the last ten years has represented in Northern Ontario the wholesale crockery house of W. J. Reid & Co., London.

But a traveler to be successful must also be able to sell goods, and this H. G. Collamore can do as well as the best of them. A country merchant who has known him for a number of years paid this tribute to him the other day in my hearing: "He is a most persistent fellow. He will stick to a prospective buyer like a leach; but judiciously so, mind you. He doesn't say much, but what he says is to the point. He is a very fine fellow. I am speaking from personal experience."

His fellow-travelers recognize his ability as well as his customers. For a number of years he has been a director of the Western Ontario Commercial Travelers' Association, and last year filled the office of second vice-president of that organization.

Every Week

we tell you through these columns what we know about Crown Brand Flavoring Extracts. About how careful we are that nothing gets into them but what is perfectly pure. How their great strength is caused by the purity, richness and rightness of these ingredients. We tell you all this for a purpose. It's to get you to give us a trial order and to recommend them to your customers. If they are not pleased with them we are willing to refund the money. You can't lose anything by giving a trial order on these terms. We know we can't, for

Crown Brand Flavoring Extracts...

are all we claim them to be—and more too.

Lorimer's Worcester Sauce.

This Sauce is made of the finest and purest materials. Everyone who tries it, likes it. Perhaps your customers would like it. Ask them and see. Sold in pint and half-pint bottles.

Maconochie Bros. LONDON, ENG.

We are agents for this house in the Prov. of Quebec and Ontario. Their name stands for the best that can be had in . . . . . .

Jams, Marmalade, Fruits, Pates, Camp Pies, Potted Meats, Bloater Paste, Pickles, Sauces, Vinegars, Fresh Herrings, Findon Haddocks, Herrings and Shrimp Sauce.

ROBERT GREIG & CO., - MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Feb. 18, 1897.

GROCERIES.

TRADE in the wholesale grocery trade is, if anything, a little better than it was a week ago. The improvement is probably more noticeable in sugars than any other line, purchases on the part of both wholesalers and retailers being a little freer than they were. At the same time, however, the volume of business is not large. Both the home and the foreign market is steady as far as prices are concerned. Locally wholesalers' prices are a little higher than they were a week ago. Canned goods are quiet, but steady. Currants have experienced a further advance of 1s. per cwt., and some of the local wholesalers are this week demanding higher prices. Tea is in fair demand, with prices steady. Spices are quiet and firm.

CANNED GOODS.

There has been no material change in the situation. Tomatoes are in fair demand, but other kinds of vegetables are, as a rule, quiet. There is a fair demand for this time of the year for cheap salmon at about $1.10. Good grades of canned lobsters are scarce, but the demand is light. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 70 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, $1.15 to $1.30; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.37½ to $1.40; "Maple Leaf," $1.37½ to $1.40; Lowe Inlet, $1.30 to $1.35, in tall tins; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.50 to $1.55; Canadian canned beef, 1's, $1.20 to $1.35; 2's, $2.30 to $2.50; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

The market is quiet with prices easy. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There is not much doing. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Wholesalers are experiencing a fair demand for this time of the year. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

There was a decline of ¾d. in beet in London on Tuesday, but taking it all round the market appears to be steady. Stocks in New York are light, and some large sales have been made there. Locally trade has improved during the past week. As noted in our editorial columns, wholesalers in Toronto have agreed upon a fixed price, as far as the local trade is concerned, and quotations on granulated are slightly higher than they were. Granulated is now quoted at 4 1-16 to 4⅛c. for 5 barrels and over, and at 4⅛ to 4 3-16c. for less than 5 barrels for Lower Province and Montreal sugar respectively.

SPICES.

Spices continue to rule firm in the primary markets. We quote as follows: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

NUTS.

The first of the new crop of Brazil nuts is due in New York this week. The Brazil nut crop is said to be 7,000 tons, about the same as last year. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds,

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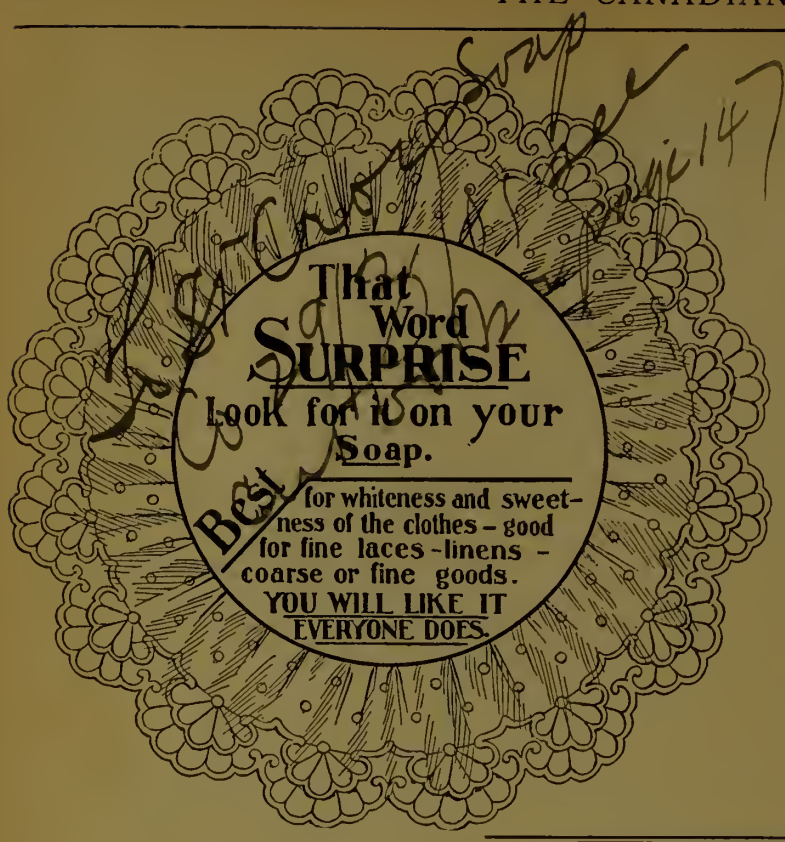

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SURPRISE SOAP

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ST. STEPHEN, N.B.

BRANCHES—
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TORONTO : Wright & Copp, 51 Colborne St.
WINNIPEG : E. W. Ashley.
VICTORIA : La Patourel & Co.

9½ to 11c. ; peanuts, 10 to 12c. for roasted and 7 to 10c. for green ; cocoanuts, $4.50 to $5 per sack ; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots ; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

Local dealers report a fair demand for rice, particularly for the better grades. Mail advices under date of Saigon, January 9, say : "There is not very much movement in rice as yet, but negotiations are continual with Europe for March-April delivery, with more or less result. The prospects of a demand for Japan strengthens and business may ensue later on ; however, for the present, prices are, although sufficiently high, inclined to go back as supplies increase, but we doubt if this easier feeling will last when home cargoes come to be delivered." Tapioca continues firm, according to advices received this week in Toronto, shippers asking as high for futures as for spot goods. Usually there is a difference of 1s. We quote : Rice, Standard "B," 3¼ to 3½c. ; imported Japan, 5¼ to 5¾c. ; tapioca, 3¼ to 4½c. ; sago, 3½c.

TEAS.

Local wholesalers are pretty well supplied with teas, but they are still taking good values offering on spot Owing to the near approach of the time for revising the tariff trade with England is practically closed as shippers will not guarantee delivery before the budget is brought down. The London market is firm on low and medium grade Ceylon teas. Ruling prices on the Toronto market to retailers are : Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades ; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades ; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades ; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

A cable received in Toronto on Monday announces a further advance of 1s. per cwt. in currants. Prices locally have a firmer tendency, some of the houses having fractionally advanced their figures. The demand is fair. We quote : Provincials, 4¼ to 4⅜c. in bbls.; fine Filiatras, in bbls., 4⅜ to 4½c.; do , half-bbls., 4⅜ to 4½c.; Patras, 5 to 5⅛c. in bbls., 5 to 5⅛c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are quiet and unchanged. We quote : Off-stalk, 5 to 5¼c. ; fine off-stalk, 5¾ to 6c. ; selected, 6¾ to 7c.; layers, 7 to 7½c.

Malaga raisins are going out in the small quantities usual at this time of the year We quote : Dehesa clusters, $3 to $4 ; Non Plus Ultra, $5 to $5.50 ; Imperial bunches, $4.50 to $5 ; Imperial Russian clusters, $4.50 to $5.

California loose muscatel raisins are only meeting with moderate request. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs continue dull. Wholesale quotations are : 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¾ to 4½c. ; natural, 4½c. in bags, and 7c. in boxes.

Mail advices from Smyrna of a late date state that Sultana raisins have been in good demand from all parts and prices have ruled higher. Operators have forced prices up to extreme values under small stocks. The supply is now so reduced that shippers find it practically impossible to execute orders. On the Toronto market there are no new features to note. Prices range from 7 to 10c.

Dates continue quiet. We quote : 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

There is a better demand for California evaporated fruits on spot. Reports from the United States are to the same effect. Wholesalers report an increased demand, particularly for peaches. We quote : Peaches, 7 to

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Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

BITTER **ORANGES**

For Marmalade.

LEMONS

For "La Grippe"

CLEMES BROS., - Toronto

51 Front Street East.

10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

California prunes have eased off a little in price in the primary market, but they are not quotably lower. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 11½ to 12½c.

GREEN FRUIT.

California navel oranges continue in good demand, with other kinds neglected. Seville oranges will be on the market next week, and people are already beginning to enquire for them. Valencia oranges are quoted lower. A good demand is being experienced for lemons. Bananas are in good demand this week, shipments arriving in good condition. Shipments arriving previously were chilled. We quote: Oranges—Valencias, ordinary, 420's, $3.25 to $3.50 per case; 714's, $3.75 to $4 per case. California navels, $3.25 to $4. Lemons — Messinas, $2 to $2.25 per box for fancy, and $1.75 to $2 for choice; cocoanuts, $3.75 a sack and 60c. per doz.; apples, 75c. per bbl. for greenings and Baldwins, and $1.25 to $1.50 for Spies; onions, $1.25 per 80 lb. bag for Danvers; cranberries, Cape Cod, $5 to $7 per bbl. and $2.50 per case; Canadian cranberries, $4 to $5 per bbl.; bananas, $1.25 to $1.75.

BUTTER AND CHEESE.

BUTTER—It is the same old tale. There is a good demand for choice dairy butter, but the trouble is there is not much of that to be had. There is a good deal of low-grade and medium to be had, however. A better feeling is to be noted in large rolls, and little better prices are being obtained for choice of this description. Creamery butter is rather scarce on account of the activity of the export demand. We quote: Dairy butter—Tubs, 11 to 12c. for good to choice; low-grade to medium, 7 to 8c.; pails and crocks, 11 to 12c.; large rolls, 12 to 13c. for good to choice, and 8 to 9c. for low-grade to medium; pound prints, 13 to 14c. Creamery—Tubs, 19 to 20c.; 1-lb., blocks, 20 to 21c., according to make.

CHEESE—The market is still strong, but the demand is rather light on account of the higher prices which are being asked. Commission men are, as a rule, quoting 11½ to 12c. for late makes, but really first-class stock

The Following Brands Manufactured by

The American Tobacco Co.

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Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

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RICHMOND STRAIGHT CUT.

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Wholesale Fruit Importers and Commission Merchants.

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General Commission Merchants

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We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

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Samples and particulars on app cation. Wholesale supplied only.

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Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

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62 FRONT ST. EAST - TORONTO.

JAPAN JAVA

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G.F.& J.GALT PACKERS OF THE CELEBRATED BLUE RIBBON TEAS

42 SCOTT St. TORONTO.

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons Biscuit Manufacturers **Owen Sound.**

is being held at 12 to 12½c. We know of 12c. being received for a carload, 12½c. being asked.

COUNTRY PRODUCE.

BEANS—Dull. We quote 50 to 60c. for ordinary and 65 to 70c. per bushel for hand-picked.

DRIED APPLES—The market is still dull. There is a wide range of quotations, but 2½ to 3½c. appears to be the idea for choice to fancy grades.

EVAPORATED APPLES—No improvement. Jobbers are quoting 3½ to 5c. for choice to fancy fruit.

EGGS—Receipts have fallen off and the market is a little firmer at the moment on new laid. Limed eggs are almost unsalable with prices lower. We quote: New-laid, at 14½ to 15c., and limed, according to quality, at 8 to 10c.

POULTRY—Is scarce, but there is nothing much wanted but chickens and ducks. People appear to have had a surfeit of turkey. We quote: Chickens, 35 to 60c. per pair; turkeys, 7 to 8c.; geese, 6 to 7c.; ducks, 60 to 80c.

POTATOES—Are much the same as a week ago. The idea as to price is 25c. on track in carload lots and 30 to 35c. per bag out of store

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are fairly liberal with prices lower. We quote: Wheat, 79 to 80c. for white and 78 to 79c. for red, and 63 to 63½c. for goose; oats, 21 to 22½c.; peas, 41 to 42c.

FLOUR—Business is flat, with prices nominally unchanged. We quote in carloads on track, Toronto: Manitoba patents, $5.05; Manitoba strong bakers', $4.65; Ontario patents, $4.40 to $4.75; straight roller, $4, Toronto freights.

BREAKFAST FOODS — Business is dull and prices lower for oatmeal. We quote: Standard oatmeal and rolled oats, $2.90 in bags and $3 in bbls.; rolled wheat, $2.60 in 100-lb. bbls.; cornmeal, $2.40 to $2.50; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH AND OYSTERS.

Trade is quiet in fish, business not yet having opened up for the Lenten trade. Dealers in fish are, however, getting their stocks into shape. We quote: White fish, 6c.; ditto in kegs, $5 to $5.50; trout, 6c.; ditto in kegs, $4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.25 to $2.75 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; frozen white fish and trout, 6½ to 7c.; sea herring, $1 per 100; fresh water herring (heads off), $2.50 per keg; smelts, 6 to 9c. Oysters are quoted at $1.25 for standards, and $1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

A fair jobbing trade in long clear and barrelled pork is being experienced this week. Western dressed hogs are coming forward freely. Packers are paying $5 for light weights and $4.25 to $4.50 for heavy weights. For light, lean northern hogs little better prices than those quoted are being paid.

DRY SALTED MEATS—Long clear bacon, 5¼ to 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9 to 9½c.; medium, 15 to 20 lbs., 10c.; small hams, 10½c.; backs, 9½c.; shoulder hams, 6½c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6¼ to 6½c.; tubs, 6½ to 6¾c.; pails, 6¾ to 7c.

BARREL PORK—Canadian heavy mess, $12; Canadian short-cut, $12 to $12.50; clear shoulder mess, $10.

SALT.

Trade continues fair. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Markets are still stagnant, and in order to bring about business liberal concessions have had to be made. Hopes are entertained in the interest of growers as well as dealers, that when home trade sets in, there may be some reaction. Prices offered at present range from $4 to $4.50 for red clover; $2.50 to $4 for alsike, and $1 to $1.50 for timothy.

PETROLEUM.

Pratt's astral is quoted a little lower. Business continues fair. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7¼ to 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5c. to 6c for No. 2. Sheep and lambskins, 90c. to $1.

WOOL—The market is dull and featureless. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

Trade in jams is beginning to open up.

California prunes are a little easier on the Coast.

It is said that only about 80 carloads of

WE ARE *PAYING CASH* FOR **DRIED APPLES**

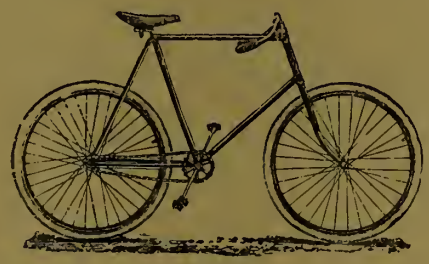
W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

Spices and Bicycles

WE ARE AT IT AGAIN !!!

LAST YEAR

we sold hundreds of our customers a Bicycle with a bill of Pure Ground Spices, and all were delighted.



THIS YEAR

we can sell you a better Wheel than ever in the same manner.

Goods and Wheel Guaranteed.

WRITE US A POSTAL FOR FULL PARTICULARS.

THE TORONTO COFFEE & SPICE CO. LTD.

H.H. SUYDAM. PRES. J.D. ROBERTS. VICE. PRES. J.A. WATSON. SEC.

prunes were left in the Santa Clara Valley, California, on the 6th inst.

The new crop of Brazil nuts is estimated at 7,000 tons.

There has been another advance of 1s. per cwt. in currants according to cable advices received by Watt & Scott.

QUEBEC MARKETS.

MONTREAL, Feb. 18, 1897.

GROCERIES.

THE grocery market has shown somewhat more life this week, but in a very modified sense, while buyers in every case pursue a strict policy of only anticipating immediate necessities. Sugar prices have been unaffected by the advance outside, while syrups are dull and unchanged, Molasses values are rather unsettled. Rice, spices and coffee continue quiet and generally firm. Jobbers and wholesalers continue to speculate in tea, which is the only genuinely active spot in the grocery market. An absolute scarcity of low grades is the leading feature. Dried fruits are quiet but steady. Cable advices on Sultana raisins are quite firm. Canned goods have exhibited some life, and there is some difficulty experienced in filling orders for canned tomatoes, peas and peaches, owing to their scarcity. Values on them are very firmly held in consequence. Fish have commenced to move on Lenten account.

SUGAR.

The sugar market here has been entirely unaffected by the strength displayed outside. Jobbers report a hand-to-mouth trade, and as they cannot induce their customers to increase their orders, they themselves are doing very little. The tone is firm here at the refineries, and values are held steady at 3⅞ to 4c. for granulated, and yellows, 3⅛ to 3¾c., at the factory. In a jobbing way we quote : Granulated, 4 to 4⅛c., and yellows, 3¼ to 3¾c., as to grade.

SYRUPS.

The demand for syrups continues slow, with prices unchanged, at 1⅜ to 2¼c., as to grade.

MOLASSES.

The molasses market is rather unsettled at present. Stocks of fine Barbadoes are not heavy, but the demand is not particularly brisk, and low offers made in some cases have resulted in an irregular range of prices. Round lots of choice Barbadoes and Porto Rico have changed hands at 28c., but other offers have been made down to 26c. on mixed lots. In a jobbing way we quote 30 to 31c.

RICE.

Business in rice continues quiet. We quote: Crystal Japan, $5 to $5.25; standard B., $3.50; Patna, $4.25 to $5.25; Carolina, $6.75 to $7.75, and Java, $4 to $4.25.

SPICES.

The spice market is quiet but firm, especially pepper. We quote: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

The coffee market continues quiet. In a large way a few lots of Maracaibo and Santos have changed hands at 16½ to 18c. Otherwise there has been little movement noted, and we quote: Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

There has been a fair trade doing in teas between traders during the week, but in a jobbing way the movement is small. Low grades of all kinds are almost impossible to obtain, there being no Japan stock available under 14c., while mediums have been asked for pretty freely from first hands up to 21c. We quote as follows : Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for

high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There has been no change in Valencia raisins. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

California raisins are firmly held and jobbers cannot replace stocks for less money. Prices are steady as follows: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Advices on Sultana raisins are strong. London, Eng., advices state that the market is entirely cleared in Smyrna of sound fruit, and that holders in London are very firm, stocks being considerably less than last year. Based on recent quotations, no sultanas can be laid down here under 5½ to 6c. for the very inside in straight invoice lots, net cash. Jobbers, accordingly, are firm at 7 to 12c., as to grade, on what they have in stock.

There is no new feature in currants, a few small orders constituting the movement. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c. cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes continue steady. A few consignments of California have arrived lately, but they have not affected prices in any way, values being held steady. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

There is no change in figs, which we quote steady at 7 to 10c., as to grade.

Dates move quietly at former rates, 5½ to 6c., as to quality and quantity.

Evaporated fruits are steady. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

NUTS.

There is only a quiet trade passing in nuts. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoanuts, $5 per 100.

CANNED GOODS.

The canned goods market has exhibited some movement in a small way. The dominant feature is the scarcity and firmness of tomatoes, peas and peaches. Packers are firm holders of the first named at 75c. and no peas are obtainable under 80c. We quote as follows: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $2.75 to $3 for 3's, $1.75 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

Trade in fish has been of a fair sorting up character, and with the approach of Lent, gives signs of expanding. Supplies of all kinds are ample in some cases, in fact, too much so. In pickled fish, the chief feature has been an advance of 10 to 25c. per bbl. in green cod, but on the other hand, B. C. and Labrador salmon have declined 50c. per bbl. A few small sales of No. 1 N. S. herrings have transpired at $3.75 to $4. We quote, in a jobbing way: Labrador salmon, small, $12.50 to $13; B.C. salmon, $12.50; No. 1 green cod, large, $5.25 to $5.50; No. 1, $4.75 to $5; No. 2, $3.40 to $3.50; No. 1 green haddock, $3.40 to $3.50; No. 1 N.S. herrings, $3.75 to $4, and No. 1 lake trout, $3.60 to $3.75.

Receipts of fresh fish continue liberal, but with the exception of Manitoba white fish prices show little change. They have declined ½c. per pound. We quote: Haddock and cod at 3 to 3¼c.; steak cod, 3½ to 4c.; smelts, 3 to 5c.; salmon, 11 to 12c.; Manitoba pike, 3½ to 4c.; dore, 5 to 5½c.; white fish, 5½c., fresh herrings, 90c. per 100.

Smoked fish sell in a small way. Kippered herrings rule esier, prices declining 25c., but smoked herrings are rather firmer. Haddies range from 6 to 7c. Yarmouth and bay bloaters, 85c. to $1 per box; kippered herrings $1.00 to 1.25 and smoked herrings 10 to 12c. per box.

Dried and boneless fish are in limited demand and prices steady. We quote: Cod, $3.75 to $4 per cwt.; pollock, $1.65 to $1.75 per 100 lbs.; skinless

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All orders will receive our best attention.

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"STAR" CREAM CHEESE
"PEPSIN" CREAM CHEESE
"MEADOW SWEET" CHEESE

Write for quotations.

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HAMILTON
HAMS, BACON, LARD.

cod, $5.10 to $5.25 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb.

GREEN FRUIT.

There is nothing new in this market, prices ruling unchanged. We quote: California oranges, $4 to $4.25 per box; Florida oranges, $5 to $5.50 per box; Valencia oranges, $3.50 to $4 per box; lemons, $1.75 to $2.75 per box, and $5 per chest; cranberries, $1 to $4.50 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, $7.50 to $8.

APPLES.

The apple market is quiet and featureless. We quote: No. 1, 90c. to $1.40 and No. 2. 40 to 85c.

DRIED APPLES.

Offerings of both dried and evaporated fruit have been made with more freedom lately. In one case a round lot of the former was closed out at 2½c., while 4c. purchased a good line of the latter. In a jobbing way we quote dried, 3 to 3¼c., and evaporated, 4c.

COUNTRY PRODUCE.

EGGS—Increased receipts have caused a further decline in the egg market since last report, fresh stock being 2c. lower. We quote: New laid, 15 to 16c.; Montreal limed, 10½ to 11c; western limed, 9 to 10c., and cold storage, $2.50 per case of 30 dozen.

POULTRY—The demand for fresh killed poultry is good, and all offerings meet with a ready sale at firm prices. We quote: Turkeys, 9c.; ducks, 8c.; chickens, 7 to 7½c., and geese, 6 to 7c. per lb.

BEANS—The demand for beans is limited, and sales of car lots are slow at 70c., while in a jobbing way 80 to 85c. is about the idea.

POTATOES—The market for potatoes is unchanged at 35 to 40c. per bag in car lots, and at 45 to 50c. in a small way.

ONIONS—Are firmly held at $1.75 for red and $2 to $2.25 for yellow.

HONEY—There is little alteration to report. Prices are: 11 to 12c. for fancy comb in small cases and 8 to 12c. in large.

PROVISIONS.

The provision market continues unchanged under a small jobbing demand.

Why not sell your customers the best?
One trial will convince you that
BROCK'S BIRD SEED
is the cleanest, best and most nutritious seed in the market. All wholesalers.
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Large roll, pounds, pails, crocks, tubs, in good demand. We can sell any quantity of good stock. Send us a trial shipment.
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Special Fancy California Washington Navels. Fancy New Valencias.
Fancy Messina Lemons,
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Figs and Dates. . . .
HUGH WALKER & SON
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We quote : New packed Canadian pork, $11 to $12 ; old at $10 to $10.50 per bbl. ; pure Canadian lard, in pails, at 5½ to 6c., and compound refined at 4½ to 5c. per lb.; hams,9 to 11c., and bacon, 8½ to 9½c. per lb.

Dressed hogs developed a strong feeling Tuesday, for light weights prices advancing 25 to 35c., and heavy weights 5 to 10c. per 100 lbs. A carload of bright Manitoba hogs brought $5.75 per 100 lbs. to arrive, and other sales of car lots are reported at $5.25 to $5.50. Heavy weights have sold at $4.40 to $4.50.

FLOUR, MEAL AND FEED.

There was no improvement in the flour market, business being quiet and values unchanged. We quote : Winter wheat patents at $4.45 to $4.70; straight rollers, $4.20 to $4.30; and in bags, $2.10 to $2.15. Manitoba spring wheat patents, $4.90 to $5.05 ; and strong bakers', $4.25 to $4.75.

The demand for bran was good to-day, both from local and country buyers, and the tone of the market was firmer, with sales of Manitoba at $10 on local account, and at $11 on western, including bags.

The market for oatmeal continues quiet, and prices are easy at $3.20 to $3.30 per barrel, and at $1.60 to $1.65 per bag, for rolled oats.

HAY.

Increased receipts of hay caused a further decline this week, No. 1 being freely offered at $9.50 and No. 2 at $8.25, in car lots.

CHEESE AND BUTTER.

The cheese market furnished nothing new this week. It is expected that this week's shipments will about close out what old stock there is carried here. The cable was unchanged to-day.

Butter continues dull and heavy in tone to-day. About 19c. represents an outside export view on creamery, and the majority figure around 18 to 18½c In a jobbing way on local account 19 to 19½c. is the range Roll dairy was quiet at 12 to 13c.

The exports of cheese last week were 11,074 to Liverpool and 9,221 to London, a total of 20,295, and the exports of butter 689 to Liverpool. This makes the total to date, since the 1st of May last, 1,975,146 packages of cheese, and 187,827 butter, against 2,000,000 odd cheese and 77,189 butter for the corresponding period last year.

MONTREAL NOTES.

Cables from the islands quote first cost on Barbadoes molasses 1c. lower this week at 10c.

There are no low-grade Japan teas to be had on this market. The very best price is 15c.

Dressed hogs have advanced from 10 to 35c. per cwt. in car lots under decreased receipts.

A. P. Tippet, of A. P. Tippet & Co., returned this week from a trip to Great Britain and the Continent.

Some holders of molasses have been offering cut prices, but holders of good Barbadoes will not sell for less than 28c.

Advices from London on Sultana raisins are much firmer, and it would cost jobbers 5½ to 8½c. net cash to lay down any fresh stocks.

Canned tomatoes, peaches, and peas are becoming scarce here, stocks being greatly diminished. As a result sellers are firm holders.

Several consignments of Pacific Coast prunes have arrived lately, but they have not affected the spot jobbing prices here in any way.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Feb. 18, 1897.

TRADE does not show any decided improvement. The prospects of new duties has given merchants something to think about, and particularly in tea has resulted in a large movement, which, though chiefly consisting of importations for wholesale men, has also been added to by a large quantity distributed to retailers, who have followed the lead of the wholesale houses and bought largely. While the tea men here have bought India and Ceylon and blends in London, the great bulk of the China tea has been bought direct. The stock here will be a large one. So that in the event of a duty being placed on tea our merchants will find that they will get but part of the advance, and even then for some time demand will be slow. In spice the market shows an upward tendency all along the line, and cream of tartar is also higher. Many of our dealers have found the New York market during the past year better to buy spices in than the London market.

OIL—In burning oil there is nothing new to note. Lubricating receives increased attention, and buyers are being particularly well looked after. This is a trade when once obtained is easier held than that of burning oil, and requires much more information on the part of the dealer and salesman. The competition between the Canadian and American oil is keen. We quote : Best American, 19 ½c.; best Canadian, 18¼c .; prime, 16c.

SALT—Both coarse and fine salt continue to arrive. and further shipments are looked for daily. Owing to the quantity which has arrived here a great deal is being put in store with little prospect of moving it for some time. Prices rule low. We quote : Coarse, 45 to 50c., factory-filled, 85c. to $1: 5-lb. bags in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3 ; butter and cheese salt, bulk, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, $2 per case of 2 doz.; Canadian fine, $1.

CANNED GOODS—Prices show a firmness which is quite satisfactory to holders, but the demand is light, and little change has yet taken place here. Peas show quite a range, according to quality, being about the only line in which more than one price is asked. There continues to be some sale for French peas, but it is not as large as formerly. In sardines the French hold the market. The sale is not large. There is a steady demand from the west for finnan haddies. We quote: Corn, 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, $1.80 to $1.90; corned beef, Canadian, $2.25 to $2.35; American, 2-lb. tins, $2.40 to $2.50; 1-lb. tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.34 to $1.45; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.90 to $2 ; pineapples, $2.25 to $3 ; salmon, $1.30 to $1.40 ; lobsters, $2.20; haddies, $1.25 to $1.30 ; clams, $5 for 4 doz.; chowder, $2.60 to $2.75 for 2 doz. ; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.; American peaches, 3's, $2.25.

GREEN FRUIT—There is a fair business doing, the bulk of which is oranges. Californias are much more popular than last season, one great reason being improvement in quality. This is particularly noticeable in the large sizes. The sale of Floridas is limited. Valencias are rather firmer, and are now arriving sweet. Apples show little change. There is no life in the business. Lemons are low. What to do with cranberries is a question asked by fruit men. Even the lower prices fail to create a demand. We quote : Lemons, $2.75 to $3.50 ; Valencia oranges, $3.25 to $3.75 per case ; California oranges, $4 to $5 ; Florida oranges, $5 to $6 ; apples, $1 to $1.50 per bbl. ; cranberries, Cape Cod, $4 to $6 per bbl.; bog cranberries, native, $3 to $5; pines, $1.50 per doz.; bananas, $2 to $2.50.

DRIED FRUITS.—Two cars of California raisins were received this week, quality of which was particularly good, the 3-crown being almost as good as the 4-crown of

THOMAS DOHERTY & CO.

: : Importers of : :

TEAS and COFFEES

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We Protect Sellers

Of our Canned Tomatoes. They run no risk in this matter. Each can we put up is carefully tested—nothing doubtful passes our examiners. We guarantee each can. In selling "KENT" Tomatoes, they can speak with all confidence of the high quality and goodness of them.

That is worth a good deal in selling any line of goods. It is especially so when selling Canned Goods. Are you a seller of our Tomatoes?

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Wright & Copp, Toronto.
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Are the purest on the market. Fresh vegetables, pure vinegar and spices, care in the manufacture, have made them favorites.

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HERRINGS, No. 1 Labrador and Split Shore in barrels and ½ barrels.

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MACKEREL, 5-lb pails.

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I Guarantee Satisfaction or Money Back.

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OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

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are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

earlier in the season. The 4-crown raisins are beautiful fruit. A shipment of Bosnia prunes was also received. Holders of prunes are hoping to make some money this season, which is what they have not done for some time. The demand, however, is slow. Evaporated apples keep very low. Our dealers are quite well supplied, and now hope for higher prices. Dried apples are a source of anxiety to holders. Even low prices won't move them. Onions hold at the advance. Currants have a good, steady demand. We quote : Valencia raisins, 5 to 6c.; layers, 6½ to 7c.; California 3-crown L.M., 7½ to 7¾c.; 4-crown, 8¾ to 9c.; London layers, $1.75 to $2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6 to 6½c.; prunes, 5½ to 6c.; California, 6 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4½ to 5c.; onions, $2.50 to $3.

SUGAR—There is a better movement. Refineries have quite a demand. Refineries are not selling futures, which makes sales less then they otherwise would be. Holders feel sore over last year's sugar business. There is one lot of granulated held here ever since the duty was put on. It was held for 5c. There is a thousand barrels in the lot. Yellow is rather firmer than granulated, which is sold very close. We quote : Granulated, 3.90 to 4c.; yellows, 3¼ to 3½c.; Paris lump, 5¼ to 6c.; powdered, 5¾ to 6c.

MOLASSES— Maket is weak and sales light. New Orleans, however, holds its price for best quality, as does Porto Rico. Dealers are anxious to move Barbadoes before new comes in. This is hard to do. Second grade Porto Rico can also be bought low. Present prospect is for low prices on molasses this spring. We quote : Barbadoes, 25 to 28c.; Porto Rico, 27 to 30c.; New Orleans, bbls., 26 to 28c. ; Antigua, 25 to 26c.; syrup, 36 to 38c.

DAIRY PRODUCE—There is little doing. Cheese is very light stock, but it is not easy to get extra price owing to light demand. Eggs, except fresh stock, are slow. In butter there is no change. Stocks are large and quality but fair. Efforts are being made to sell Ontario butter, but with small success. Good butter would sell, but only at a fair price. We quote : Dairy butter, 16 to 18c.; creamery, tubs, 19 to 20c.; prints, 20 to 22c. Cheese, 10½ to 11c. Eggs, 17 to 18c.

FISH—There is a steady but small sale for dry fish, and pickled show fair demand. The difficulty in the latter is to get the quality of fish needed. Large pickled fish have been scarce this season. In smoked fish, bloaters are lower, the fishermen, after the good business last season, rather overdoing the matter this year. Frozen fish trade is about over. The season was only a fairly successful one. We quote : Large cod, $3.25 to $3.50 ; medium, $2.75 to $3 ; pollock, $1.20 to $1.25 ; bay herring, $1.35 to $1.40 per half-bbl.; smoked, 5 to 6c.; shad, half-bbl., $5 to $5.50; boneless, 2½ to 8c.; frozen herring, 65 to 70c. per 100; bloaters, 50 to 60c. per box; kippered, 90 to $1 per box; Barrington herring, $3 to $3.25 per bbl.; Shelburne, $3.50 per bbl. Frozen cod, 2 to 2¼c. per lb.; pollock, 1¼c.; smelt, 4 to 5c.

PROVISIONS—Pork is still weak. Some P.E Island mess is to hand. There is quite a quantity of old clear pork in the market and some low prices are heard. Beef holds its value better, but, owing to different grades, there is quite a range in price. Lard keeps low with fair demand. Smoked meats have a better sale. In small hams prices are rather higher. The sale to wholesale grocery men is light here now. We quote : Clear pork, $13 to $14; mess, $12 to $13 ; plate beef, $11 to $12 ; hams, 10 to 11c. ; rolls, 7 to 8c.; pure lard, tubs, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—Markets are low and easy. Flour has a limited sale. There was quite a demand a few weeks ago, but the decline in price stopped it. Oatmeal continues to ease off in price. While stocks of flour are not large, those in oat-

RETURNED Feb. 19 Feb. 1

THE LATEST THING...

About **MacLaren's Imperial Cheese** is the new silver stand and holder which we have just designed. Our pots have always been praised for their neat design and dainty label, and housekeepers have never objected to placing them on the table just as they leave our hands.....

OUR NEW HOLDER

Not only facilitates handling the pot, but makes an exceptionally handsome appearance on any table. It is guaranteed quadruple plate, and is made in three sizes.....

Small Size, $12.00 per doz.
Medium " $15.00 "
Large " $18.00 "
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Heinz's Pickles.

There is no more tempting a table delicacy than Heinz's Sweet Pickles. In them sweetness and tartness are delicately blended. Crisp, fragrant with spices of the Orient, they add a charm to any luncheon, dinner or tea.

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MEDALS--
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The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. TRADE KEYSTONE PICKLING & PRESERVING WORKS MARK PITTSBURG, U.S.A.

meal are still heavy. Beans are lower than ever. This has tempted a number of smaller dealers to buy full cars, and makes the market a full one and places the larger dealers who are stocked at higher prices at a disadvantage. Cornmeal is still the successful competitor of feed, being, if anything, lower than last week. The sale is large. Other lines show little or no change. We quote as follows: Manitoba flour, $4.50 to $5.50; best Ontario, $4.85 to $5.00; medium, $4.50 to $4.70; oatmeal, $3.25 to $3.40; cornmeal, $1.80 to $1.90. middlings, $14 to $15; bran, $13.50 to $14; oats, 32 to 35c.; hay, $11 to $12; barley, $3.25 to $3.50; round peas, $1.10; split peas, $3.00 to $3.25; beans, hand-picked, 90 to $1; prime, 85 to 90c.; yellow eye beans, $1.25 to $1.50.

ST. JOHN NOTES.

A. L. Goodwin received this week 150 cases of Bosnia prunes.

John Gibson & Son, retail grocers, of Fredericton, intend to retire from business in the spring.

H. F. Sharp, retail grocer, this week assigned to Mr. G. Wetmore Merritt, of Merritt Bros. & Co.

Three schooners this week loaded bloaters at Grand Manan, one each for Halifax, Boston and New York.

Canadian-packed olives are something new. Messrs. Dearborn & Co., of St. Jonh, have made a success of the venture, and are having a large sale in the face of foreign competition.

Baird & Peters this week received a car of California loose muscatel raisins, their third car this season. All are from the firm of J. K. Ormsby & Co. This is the first year they were represented in this market. J. Hunter White is their representative.

"We each week get good orders for 'Golden' finnan haddies," said Mr. Northrup, the selling agent of this brand, to THE GROCER, "and the best of it is the orders often come from cities where our goods have never before been, which we take as a sure proof of their growing popularity."

The steamer Taymouth Castle had a light cargo for here from the West Indies this trip, but she will get her full complement from here outward. Potatoes and beans are both making good returns. Little is being done in cheese. The usual large quantity of fish is shipped each trip. It is expected the March steamer will bring some new molasses.

Lucas, Steele and Bristol have just received from Colombo, Ceylon, a direct shipmhnt of their "Empire" brand tea. It is in three qualities, golden tipped Pekoe, flowery Pekoe and Pekoe Souchong.

LOOK OUT FOR FROSTED MOLASSES.

THERE is a great deal of frosted molasses on the Phiiadelphia market now, and retail grocers should make sure that they do not ignorantly buy any of it. Frosted molasses is the result of a heavy frost visiting the growing cane, the product of which is practically worthless, although it is sold.

The best way to tell frosted molasses when you see it is by its frothiness. Almost invariably this grade of goods appears fermented, although in cold weather the taste is not effected. As soon as the frosted product is exposed to heat, however, either by warm weather or by being taken in a warm room in cold weather, a transformation takes place which renders the molasses undesirable for food. It almost immediately becomes as thin as water and sours, afterwards becoming as black as ink. While even in this condition it could be used for food, probably without serious results, its appearance is against it, and nobody in his right mind will have anything to do with it.

The frosted molasses is being sold to local jobbers by brokers who will not, however, guarantee it. Retailers should see that their jobber gives them an absolute guarantee that the molasses he sells them is not frosted.—Grocery World.

A HANDSOME CHEESE HOLDER.

A HAPPY idea has prompted the manufacturers of MacLaren's Imperial cheese to have a holder made specially for their jars. The result is a simple, chaste and handsome quadruple plated stand which materially enhances the appearance of their jar, already a neat, pretty package, making it still more attractive on a tastefully arranged table. This stand, made and sold in the ordinary way, would be good value at $2.50, but the object of A. F. MacLaren & Co. being to advertise their cheese, they are able to offer the holders at a much reduced price. The accompanying cut is an illustration of this stand. The firm's advertisement in another page gives additional particulars in regard to the matter.

PROFITABLE LINE OF BUSINESS.

A new and profitable line of business is opened to our country merchants by a company in Montreal, who buy feathers all the year round and in any quantity that is being offered, at advantageous prices. Many country merchants have worked up quite a business in this line. They pay for the feathers in merchandise out of their store and sell them to this company for cash. Those who are interested may address the Alaska Feather & Down Co., Montreal, P.Q., and when doing so please to mention THE CANADIAN GROCER.

UNTIDY WINDOWS.

Passing along any of the thoroughfares of the city one cannot help being struck with the untidy and unsightly appearance that many of the store windows present, says Retail Grocers' Advocate. Instead of being made to attract the eye of the passer-by, they act in an entirely different manner, giving one the impression that the proprietor does not care to go to much trouble to obtain custom. Why this is so is hard to explain, as the excellent and varied manner, coupled with the expense in which the manufacturer packs his goods, either in attractive jars, cases, etc., gives the storekeeper much material to work upon. Many of those who keep a store seem to have not only the idea, but act upon it, that Christmas time, or when the spring fever comes 'round, is the only time to have an attractive window display; totally ignoring the fact that goods well advertised are half sold; and there is no gainsaying the fact, that the window of any store, nicely but neatly arranged, is one of the best methods of advertising, as it cannot fail to attract the attention of the would-be customer. The department store, in this respect, sets an example which might be worthily followed by many to advantage.

KEEP STOCK MOVING.

"On rainy days I have the clerks shift about the shelf goods; it keeps the goods clean, gives the store a fresh and inviting look and awakens new interest on the part of consumers." So said a successful grocer to a contemporary. The policy is a good one. The shifting of goods and their rearrangement should be done as to give prominence to slow-selling articles. Oftimes goods get shelf-worn simply because they are out of the customers' view, whereas if attractively displayed they would move freely. Don't tuck your stock under counters, into dark corners; keep it moving. Every prominent department store is continually shifting the stock. The circulation of air is a requisite of good health, and a free circulation of the stock ensures a moving around the store by its customers, and that means increased trade.

CALIFORNIA DRIED FRUITS IN ENGLAND.

The export movement in California dried fruits has, it is reported, been steadily extending during the past two years; up to the middle of last December the direct shipments from the Coast to England and the Continent aggregated 85 cars of dried fruits on through bills of lading, which, together with what has gone out from Eastern ports, made a total to that time, of about 170 cars. California, it is reported, intends to make an elaborate exhibition at the Horticultural Exposition in Hamburg, which will begin on May 1st and last for five months.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

W. H. GILLARD & CO.: We are offering some splendid values in Young Hysons and Japans to retail at 25c. These teas were bought at low ebb of the market, and are offered correspondingly low.

Laporte, Martin & Cie: Our stock of fish is now complete, and can meet any demand.

T. A. Lytle & Co. find business unusually good in jams, jellies and marmalade for the time of year.

The Eby, Blain Co., Ltd., report the arrival of several lines of Young Hyson and Ceylon teas, which, they claim, cannot be beaten in value.

The F. F. Dalley Co.: The sale of English Army blacking has had a large increase this winter. The quality of the blacking has had considerable to do with it, as well as the mild winter.

The Davidson & Hay, Ltd., direct the attention of buyers to their "Tea Cup" Japan tea, packed in 1-lb. packages. This tea possesses style and liquoring qualities superior to bulk teas offered at the same price.

Salada Ceylon Tea: The Salada Tea Co's business this year has so far more than doubled every week over the corresponding week of last year, but the first week of February capped the climax, it being over three times as much as the first week of February, 1896.

PRICES IN ROSSLAND.

The Rossland correspondent of The Province writes his journal as follows:

Just now the sound of the hammer and saw is heard from daybreak to nightfall, pounding away at wooden buildings, which are invariably rented at fabulous rents before completed. Stores, so called, rent all the way from $60 to $300 per month and at these figures are at a premium, while an ordinary box or shack or cabin, to give it the dignified name it gets here, brings $10 per month. I send you a clipping from a local market report, which, with the figures above quoted, will give some idea of what existence costs a man here:

Flour, per 50 lbs	$2 00
Butter, ranch, per lb	25
" creamery	35
Eggs, per doz	30 to 35
Potatoes, per lb	1½ to 02
Beef, per lb	07 to 15
Mutton, per lb	09 to 15
Turkey, per lb	35 to 40
Chicken, per lb	25 to 30
Pork, per lb	10½ to 13
Bacon, per lb	10 to 17
Mackerel, per lb	25
Cabbage, per lb	04
Carrots, per lb	04
Cheese, per lb	20
Tea, per lb	40 to 75
Coffee, per lb	35 to 45

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

HUDON, HEBERT & CIE., Montreal, have just replenished their stock of Golden haddies. They find a steady and increasing demand for these goods.

Dawson & Co., of Toronto, are open to buy apples of the Spy variety.

A shipment of Sicily filberts arrived this week for the Eby, Blain Co., Ltd.

Clemes Bros. have two carloads of "Date Palm" California oranges on the way.

The Davidson & Hay, Ltd., are clearing out taps and mats of figs at close figures.

Clemes Bros. have a carload of Seville oranges due on Saturday ex ss. Mongolian.

T. Kinnear & Co. are in receipt of a number of import orders for "Goat" brand tea.

Mackerel in 5-lb. pails, and at reasonable price, is being sold by H. P. Eckardt & Co.

Finest deep sea lobsters, in tall and flat cans, are in stock with the Davidson & Hay, Ltd.

The Davidson & Hay, Ltd, are making special prices on all lines of salt fish for Lent.

A line of choice family natural figs in 28-lb. boxes is being offered by W. H. Gillard & Co.

Perkins, Ince & Co. are receiving heavy shipments of various descriptions of tea this month.

H. P. Eckardt & Co. are offering Griffin & Skelley's "Ruby" prunes. which are sellers.

The Eby, Blain Co., Ltd. are in receipt of a shipment of California prunes in 25-lb. boxes.

John Sloan & Co. are putting in stock for the Lenten season, herrings, boneless fish, codfish, etc.

John Sloan & Co. are in receipt of a shipment of Japan tea dust—a scarce article on this market.

A large quantity of Marshall & Co.'s "Crown" brand herrings in kegs have arrived in Montreal.

L. Chaput, Fils & Cie. are offering special value this week in several good-sized lines of figs, all in first-class condition.

W. H. Gillard & Co. have put a new line of coffee on the market called "Special," which is selling well and giving universal satisfaction.

Laporte, Martin & Cie. have the control of G. Charles & Co.'s London bottled pickles, which are now offered at a low price although of a superior quality.

A shipment of fine Filiatra currants in barrels, half-barrels and cases arrived this week for the Eby, Blain Co., Ltd.

The Eby, Blain Co., Ltd. are offering a line of California evaporated peaches in bags, about 60 lbs., at exceptional prices.

Importations of Marshall & Co.'s kippered herrings, herrings in tomato sauce, continue large in all the Canadian provinces.

"We have had a great demand for our dried fruits last week, and expect to clear the lot this week," report Laporte, Martin & Cie.

The Eby, Blain Co., Ltd. report the arrival of a shipment of Batger's dry drained lemon, orange and citron peel in kegs about 200 lbs.

WANTED STRONG BUTTER.

For once the shipper "got even" with the receiver. The story is told as follows:

Full of wrath the commission merchant wrote to the country dealer in the following sarcastic style:

"Dear Sir,—The last consignment of butter you sent me was very good and strong, but the axle-grease maker I sold it to complained that it was a little too fresh. If you have about fifty or seventy-five pounds of butter strong enough to walk you may ship it to me at once."

And the country dealer sent him an old goat.

Alas, the yarn is hardly credible. No self-respecting commision dealer would let the matter rest there. It's safe to say that the city man charged the countryman a big bill for boarding the goat.—Merchants' Review.

FIGS

A Great Sacrifice

We want to clean out a lot of figs which came in late, and in order to do this, we are ready to let them go at any price:—

5 cases, 400 x 16 oz. boxes each, Fine Figs
165 boxes, 16 lb. each, Nice Large " "
103 " 10 " " " " "
20 " 25 " Natural Figs
29 bags, 60 lb. each, " "

All are in First-Class Condition
Ask for Prices and You Will Buy

L. CHAPUT, FILS & CIE. - Montreal

WINNIPEG MARKETS.

WINNIPEG, Feb. 18, 1897.

THE wholesale grocery trade in Winnipeg is at present inclined to be on the dull side, not much change being exhibited since the holidays, nor is a change expected until about the end of March. Paper has been fairly well met, and indications point out that, with few exceptions, the province is in a much better state than it was a year ago. Country produce has not been supplied as frequently as the retail trade would have liked, but this is owing to the late extreme cold weather and condition of the roads. Now, however, a better prospect exists for a better supply. Competition is probably more keen in this city than any in the Dominion, for many reasons, but one in particular: Winnipeg is often used as a slaughter ground for eastern and western firms. Consequently, goods are sometimes sold at eastern and western prices delivered here. This practically means a loss to the firm who brings in goods at the regular price and pays local freight.

SUGAR—Is quiet, and being sold at less than it could be laid down for to-day. Granulated, 4¾ to 4⅞c. per lb.; bright yellow, 3⅞c. per lb. This is owing to many houses having purchased large lots early in the season before the market advanced.

CANNED GOODS—Are steady, with firm prices on tomatoes and peas. Corn is dull, and as the pack last year was not apparently up to the average, prices consequently are low. Apples are not called for yet in any quantity owing to the large crop of green fruit brought up here last fall. Peaches, pears, strawberries and plums are quiet but steady, the local demand not yet having set in, owing to the large quantities of these goods being preserved last season by housekeepers. It is, however, only a question of a few weeks until a certain demand will spring up. Lobsters of fine pack are very scarce. Salmon rules about the same as last year. Oysters are higher for good packs. We quote, per case: Tomatoes, best brands, $1.80; do, good seconds, $1.70; peas, $1.75; corn, $1.50; beans, $1.75; strawberries, $3.70; raspberries, $3.20; pears, 3's, Bowlby, $4.75; do, 2's, do, $3.40; pineapple, imported, $4.50.

DRIED FRUITS — Are moving slowly, except in the case of Valencia raisins, which are scarce. Currants look good property at the present prices Evaporated apples appear a drug on the market, as do dried apples.

CALIFORNIA EVAPORATED FRUITS—Are stiff, but there is very little sale for them. We quote: Currants, 5 to 5¼c per lb.; Valencia raisins, fancy, off-stalk, $2; do,, layers, $2.20; figs, cooking, in bags, 5½c.; dates, Hallowi, 6¼c.; apricots, 14c.; prunes, four sizes, Bosnias, 6¾c.; apples, evaporated, 5⅛c.; apples, dried, 3½c.; sultanas, 4-crown, 10c.; California muscatels, 6 to 7½c.

TEA—There is a certain feeling prevailing that after the Tariff Commission get through their work that there will be a change in values. Certain handlers of this staple seem assured that the Government will impose a duty on this article. Whether this may be or not, they are watching their stocks carefully, although a sale of tea is always considered by the trade to be the best of all goods handled.

COFFEE—Is dull and quiet, with a lower tendency, a good deal of inferior stock being on hand. We quote: No. 5 Rio, 16c.; fancy Java, 29c.; fancy Mocha, 29c. Santos and Maracaibos are not handled very extensively in this market.

PROVISIONS—Are low but firm at their present prices: Hams, 14 lb. size, 10c.; breakfast bacon, bellies, 10c.; do, backs, 9c.; long clear dry salt, 6c.; spiced roll, 6c.

SYRUP—It appears hard to obtain the finer grades required for this market at a price satisfactory to the purchaser. Offerings are fair, but the figure demands too high in the estimation of the purchaser. The present price is about 3c. per lb. in half-barrels.

CEREALS—The market is quiet and the demand limited. We quote, sacks: Rolled oats, $1.65; granulated oatmeal, $1.90; stand. do., $1.90; rolled wheat, $1.80; pot barley, $2; pearl do., $4; split peas, $2. During the last month one carload of inferior rolled oatmeal was received here from Ontario, which, while not materially effecting the market, had to be sacrificed at feed prices. This should prove a warning to eastern shippers of poor goods, and the shipper will do well in future to take warning before consigning his goods to this market.

FISH—This market is perhaps one of the most peculiar in the world owing to the amount of fresh fish for sale in winter. In salt fish it is either a feast or a famine, haddies, mackerel, bloaters and herrings are not considered very desirable stock except in the winter months, and the natural consequence is that as a rule all houses run out of stock almost together, and no one house will bring along a car by themselves. Prices are as follows: Codfish, pure, in bricks, 6¾c.; do., do., in 5-lb bricks, 6¾c.; haddies, whole, 6c.; Labrador herrings, per ½-bbl., $3 35; bloaters, 100s, $1.10.

RICE—Stocks appear to be ample for the demand. No. 1 China and Siam is almost out of the market, the call being principally for Rangoon and Japan. No. 1 Crystal Japan is quoted for 5¼c.; Standard B, 4⅛c.

TEA MARKETS CLOSED.

"The tea markets in Shanghai, Foochow and Calcutta are now closed." said Mr. C. H. Anderson to THE CANADIAN GROCER. "There is, therefore, no prospect for many months of new teas in Young Hysons or Indians coming forward. In view of this, together with the fact that teas on this side of the Atlantic are in short supply, would indicate a strong position for the tea market. Then the rate of exchange in India has ruled high for the past six months owing to the tightness of money, while the bank rate there has been 10 per cent."

HALIFAX TRADE GOSSIP.

THERE is not a line showing any activity, and indications all point to a dull spring trade. Some Upper Province papers report large sales of teas on account of a prospective advance in duty. If such is the case in Ontario and Quebec, it is not so in Nova Scotia. Down here tea dealers have still to look up customers, and the volume of business in that line is only fair, about the same as this season last year.

As would naturally be expected, the demand for fishstuffs at this season is poor all round. Wholesale grocers' stocks of suitable quality, herrings and cod, are small; in fact, not sufficient for trade requirements, while stocks of cod for export here are said to be fully 25 per cent. below the usual average. Newfoundland stocks, however, if anything, are above the average, but as all the weak holders have been forced to realize, values will easily be sustained; in fact, an advance is confidently looked for by exporters there. A private letter from a reliable house in St. John's, Newfoundland, says: "Our local fish trade shows some slight signs of improvement, due principally to better prospects in Brazil. A large proportion of the fish on hand here is scarcely in shipping order, but wants making after 1897's sun gets strong enough to make it. Another feature of the situation is that we have little or no winter codfishery this year, voyages on the west coast being almost a total failure. The next thing we shall hear is that fish shall be wanted." The market is comparatively bare of green cod and salmon. Quotations are: Dry cod from vessel, shore, prime, $2.50 to $3.50; small bank do, $2.50 to $2.75; bay do., $2 to $2.50; haddock, Cape Breton, $1.75 to $2; western do, $1.75; hake, $2.25; pollock, $1.50; herring, Bay of Islands, No. 1, $1.50; Labrador No. 1, $6; No. 2, $4; shore, No. 1, large, fat, $3.50 to $4; alewives, No. 1, $3.25; mackerel, No. 1, $15; No. 2, $13; No. 3, fat, $7; No. 3, large, $6; salmon, No. 1, $17.50; No. 2, $15.50; No. 3, large, $11; No. 3, small, $9.

The flour market is extremely quiet, the volume of business being smaller than in any previous season. A considerable shade on the following quotations can be obtained by anyone with the money: Hungarian patents, Manitobans, $5.60 to $5.70; Manitoba strong bakers', $5.20 to $5.40; Canadian pastry, $5 to $5.10; 75 per cent. roller patents, $4 to $4.25; 80 ditto, $4.65 to $4 70; 90 ditto, $4.50 to $4.60; straights, $4.30 to $4.40; extra, $3.90 to $4. American K.D. cornmeal is worth $2.20, and Halifax ground, $1.70 to $1.85.

There is very little doing in green fruits,

except in a local way. No outside transactions are occurring. The market is well supplied, and prices are low.

Butter shows a slight improvement. Creamery prints are 1c. higher, being quoted at 22c. Fresh creamery in tubs is selling at 21c. Fall dairy is neglected at 16c., and Nova Scotia dairy slow at 10 to 14c.

Cheese is in better demand at higher prices, and will probably see 12c.

Eggs are on the decline, selling at 15 to 17c.

The sugar market is lifeless. The refinery reports nothing doing. Quotations for refined are: Circle C, 3⅛c.; extra Circle C, 3¼c.; granulated, 3⅜c.

There have been some arrivals of molasses during the past few days. St. Croix is quoted at 27c.; Porto Rico, 30 to 32c.; Trinidad, 27c.; Barbadoes, 31c.; Demerara, 39c., and St. Kitts, 25c.

P. E. Island potatoes are still quoted at from 32 to 35c., and oats from 30 to 32c. There is very little doing in this line.

There is no change in the provision market. Large quantities of dressed beef are arriving from Ontario, and native stocks are not in demand.

The steamer Naparima, which sailed for London on Monday, took 14,792 barrels of apples.

A cargo of 3,509 bushels of corn was received here this week from Boston.

The steamer Alpha sailed on Monday with a large cargo of dried fish, cheese, eggs, butter and potatoes for Turk's Island, Jamaica and Bermuda

THOS. DOHERTY & CO.

Thos. Doherty & Co. Montreal, have made two offers to their creditors. The first, an offer of 30c., was refused, but the second of 35c., made on Wednesday, the committee have recommended the creditors to accept. This offer is conditional that the Merchants Bank will agree to give the firm time to nurse its accounts.

The committee that examined the estate believe that the second offer is a fair one considering all the circumstances.

It is understood that the stock inventories $14,000, while the open accounts due foot up to $26,000. Of this sum $6,000 was accounted as good while the balance is in the relative position of fair to bad.

The firm owes $38,000, and the amount of paper under discount at the Merchants Bank of Canada is $56,000. Of this sum the inspectors are of the opinion that from $8,500 to $10,000 is bad.

T. M. Shoebottom & Co., "The Newmarket Grocery Store," 247 Dundas street, London, have opened a branch store at St. James' Park P.O., South London.

STRAY THOUGHTS.

A YOUNG man, who is a clerk, but yet has the ambition to become the proprietor of a store in the near future, recently asked Stray Thoughts "what rule was there for marking the selling price of goods or what per cent. to add to the cost of a general merchandise establishment; what profit shall I figure on making?"

The question is a vital one. Stray Thoughts doubts if there is any one merchant in a thousand that can give a satisfactory answer. There is no rule, nor is there a reliable guide. To make money, to get a legitimate profit for time, labor and interest upon capital invested, is the object of all who engage in business.

The profit, the per cent. that is added to the cost of the goods, there is the pivot upon which turns either success or failure in each business venture. How important then is the profit to be made to the merchant! He knows that the profit or per cent. to be added to the cost of his goods must cover the actual cost of conducting his business.

This will include rent, taxes, insurance, clerk hire, light, fuel, advertising, a fair salary for himself and incidentals, which, for example, may be $3,000 per annum. If he does a business of $20,000 then he knows that 15 per cent. of his gross receipts must be profit. If he does a business of $30,000 without increasing the cost, then 10 per cent. would be sufficient. To this, then, he should have a per cent. for risk of business, interest on capital and gain. Some say 20 per cent. of the gross receipts, others 25 per cent.

This rule works well (on paper), "but," says our young friend, "see here, if I should want to make 25 per cent. on my sales I would have to mark my goods 25 per cent. above cost, wouldn't I? And if I did that on sugar, coffee and flour and some of the staple dry goods, I wouldn't get any trade, for people would think I was too high. Now, what I want to know is how am I to get at the thing? What one class of goods I am to get a greater profit on than on others, and how I am to average the whole so that I can live and make money too?"

This very same question Stray Thoughts years ago propounded to a retired merchant, who for fifty years had battled behind the counter and desk to make a success. His reply has ever been indelibly printed on memory's tablet.

"Young man, there is no fixed rule. To proclaim one would be worse than folly. A man who would try to follow any fixed rule would be on a line to make a sure failure. Each man in business for himself must be a law unto himself and be governed only by circumstances."

Said another equally successful retired merchant:

"I had no rule. Staple goods are always governed by the market and competition. I never consider the per cent. at all in marking my goods; the question with me was not so much the cost as what I could get. For instance, I have two styles of shoes before me. They each cost $1 per pair. Now, if you had a rule to add 33⅓ per cent. to the cost, I'd mark both to sell at $1.35. That isn't my way. The one is more dressy, has style, fit and is up to snuff; it's light weight, won't stand extra hard wear. It's a good looker for best or Sunday. Well, I just put the price at $2. The other pair is heavier, solid, will wear well, give lots of real service. The party to whom I sell it will give it hard usage. It will outwear two of the other, yet I mark it to sell at $1.25. I sell the two shoes to a different class of trade, and each is satisfied. Do you see the point? Got to have experience and a whole lot of judgment when in business. Location has a whole lot to do with the per cent. Circumstances must be considered. For instance, a small dealer can rarely sell goods on the same margin as large firms. The larger the volume of business the less per cent. it takes to conduct it. A country dealer doing a business of $25,000 per annum although he does not pay any more for his merchandise we'll say than the larger stores, couldn't sell on as low a margin. As indicated, the cost of doing business is decreased in proportion to the increase. We will say they do a business of $500,000 per annum. Ten per cent. will doubtless pay their actual running expenses. To this let them have, for example, 2 per cent. gain, that would give them a net gain of $10,000. It costs the country merchant, at least calculation, 12 to 15 per cent. to cover his expenses. Do you see, my boy, why they can do you? Then, as a matter of fact, buying in such large quantities they can, and do, get lower quotations, hence, can sell at a lower price, but do they? In starting business, if you mark the goods too high, and stick to it, you will fail. If, on the other hand, so low a margin is asked that expenses are not made, sure death is to follow. Young man, use judgment, and get all the profit you can. That's my rule."
—Country Merchant.

PERSONAL MENTION.

Mr. J. Gibson, a Belton, Ont., merchant, was in Toronto on Wednesday. He reported prospects for spring trade fair.

Mr. C. D. Warren, of Warren Bros. & Co., wholesale grocers, Toronto, has been elected president of the Traders' Bank. He was formerly vice-president.

Mr. W. Flavelle, of Dundas & Flavelle Bros, Lindsay, has returned from a trip to Great Britain. He was away a couple of months. His chief mission was buying, but he also devoted some attention to the egg market, and he reports trade in the latter bad. He states that one lot of limed eggs sold as low as 4 to 5s. per 110 dozen, or equal to about 7 to 9c. per dozen.

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !

Skilfully Blended ! !

Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

We offer this week

AT EXCEPTIONALLY LOW PRICES . . . .

"GUARDOLIA'S" 4-Crown Layers
"MORAND'S" " "
"ROGERS'" " "
"CALIFORNIA" Loose Muscatels, etc.

SPECIAL PRICES FOR

Green Cod in all qualities. Trout in bbls.
Herrings in bbls. and half-bbls. Eels and Salmon, etc.

Our stock of fish for Lent is complete and prices are worth inquiring. Write for prices.

LAPORTE, MARTIN & CIE. 72 & 78 St. Peter Street Montreal

Machine-made TEAS

Are found in the stock of every up-to-date store---they are here to stay.

A prominent wholesale and retail distributor writes to a leading journal on the subject of **INDIA** and **CEYLON TEAS** as follows :

"During the year 1896 there has been a most marvelous growth in the consumption and sale of Ceylon and India Teas. Now there is no question in my mind whatever but that the Ceylon and India Teas have come to stay. Not only are the people buying the teas, but they seem pleased with their aroma, their strength and color, and their greatly nourishing qualities. In a blend with other teas they are productive of the most marvelous results in producing body, character and good drawing qualities. **The grocer of 1897 who does not use to a greater or less extent in his business these machine-made, carefully-prepared teas, will surely drift to the rear.**"

Do you intend to drift to the rear?

GOOD TO BE TOSSED OVERBOARD.

"POVERTY is uncomfortable, as I can testify," said James A. Garfield; "But nine times out of ten the best thing that can happen to a young man is to be tossed overboard and compelled to sink or swim for himself. In all my acquaintance I have never known a man to be drowned who was worth the saving."

It is not the men who have inherited most, except it be in nobility of soul and purpose, who have risen highest; but rather the men with no "start" who have won fortunes, and have made adverse circumstances a spur to goad them up the steep mount, where

"Fame's proud temple shines afar."

To such men, every possible goal is accessible, and honest ambition has no height that genius or talent may tread, which has not felt the impress of their feet.

You may leave your millions to your son, but have you really given him anything? You cannot transfer the discipline, the experience, the power which the acquisition has given you; you cannot transfer the delight of achieving, the joy felt only in growth, the pride of acquisition, the character which trained habits of accuracy, method, promptness, patience, despatch, honesty of dealing, politeness of manner have developed. You cannot transfer the skill, sagacity, prudence, foresight, which lie concealed in your wealth. It meant a great deal for you, but means nothing to your heir. In climbing to your fortune, you developed the muscle, stamina and strength which enabled you to maintain your lofty position, to keep your millions intact. You had the power which comes only from experience. and which alone enables you to stand firm on your dizzy height. Your fortune was experience to you, joy, growth, discipline and character; to him it will be a temptation, an anxiety, which will probably dwarf him. It was wings to you, it will be a dead weight to him; it was education to you and expansion of your highest powers; to him it may mean inaction, lethargy, indolence, weakness, ignorance. You have taken the priceless spur—necessity—away from him, the spur which has goaded man to nearly all the great achievements in the history of the world.

You thought it a kindness to deprive yourself in order that your son might begin where you left off. You thought to spare him the drudgery, the hardships, the deprivations, the lack of opportunities, the meagre education, which you had on the old farm. But you have put a crutch into his hand instead of a staff; you have taken away from him the incentive to self-development, to self-elevation, to self-discipline and self-help, without which no real success, no real happiness, no great character is ever possible. His enthusiasm will evaporate, his energy will be dissipated, his ambition, not being stimulated by the struggle for self-elevation, will gradually die away. If you do everything for your son and fight his battles for him, you will have a weakling on your hands at twenty-one.

Men who have been bolstered up all their lives are seldom good for anything in a crisis. When misfortune comes, they look for somebody to lean upon. If the prop is not there down they go. Once down, they are as helpless as capsized turtles, or unhorsed men in armor. Many a frontier boy has succeeded beyond all his expectations simply because all props were knocked out from under him and he was obliged to stand upon his own feet.

"A man's best friends are his ten fingers," said Robert Collyer, who brought his wife to America in the steerage. Young men who are always looking for something to lean upon never amount to anything.

There is no manhood mill which takes in boys and turns out men. What you call "no chance" may be your "only chance." Don't wait for your place to be made for you; make it yourself. Don't wait for somebody to give you a lift; lift yourself.

"The first thing I have to impress upon you is," says J. T. Davidson, "that a good name must be the fruit of one's own exertion. You cannot possess it by patrimony; you cannot purchase it with money; you will not light on it by chance; it is independent of birth, station, talents and wealth; it must be the outcome of your own endeavor, and the reward of good principles and honorable conduct. Of all the elements of success in life none is more vital than self-reliance—a determination to be, under God, the creator of your own reputation and advancement. If difficulties stand in the way, if exceptional disadvantages oppose you, all the better, as long as you have pluck to fight through them. I want each young man here (you will not misunderstand me) to have faith in himself, and, scorning props and buttresses, crutches and life-preservers, to take earnest hold of life. Many a lad has good stuff in him that never comes to anything because he slips too easily into some groove of life; it is commonly those who have a tough battle to begin with that make their mark upon their age."

The spark in the flint would sleep forever but for friction; the fire in man would never blaze but for antagonism. The friction which retards a train upon the track, robbing the engine of a fourth of its power, is the very secret of locomotion. Oil the track, remove the friction and the train will not move an inch. The moment man is relieved of opposition or friction, and the track of his life is oiled with inherited wealth or other aids, that moment he often ceases to struggle and therefore ceases to grow.

This age of concentration calls, not for educated men merely, not for talented men, not for geniuses, not for jacks-of-all-trades, but for men who are trained to do one thing as well as it can be done. Napoleon could go through the drill of his soldiers better than any one of his men.—Architect of Fate.

Hundreds of Dollars

Are made and saved monthly by using our

New Patent Trade Due Bills

and . . .

Automatic Counter Check Books.

They are trade winners, money and Time Savers. Send for description and samples.

25 cents cash per hundred paid for Sunlight Soap Wrappers.

J. K. Cranston, - Galt, Ont,

Wholesale, Store and Office Supplies Dealer.

SUGAR STATISTICS.

A summary of the statistical position of sugar made by Willett & Gray is as follows: "Receipts, 32,863 tons; meltings, 15,000 tons. Total stock in four ports, 266,405 tons, against 248,542 tons last week, and 128,494 tons last year. The six principal ports of Cuba by cable for week: Receipts, 3,715 tons; exports, 1,210 tons; stock, 35,660 tons, against 33,955 tons last week and 51,403 tons last year. Total stock in all the principal countries, 2,968,865 tons, against 2,670,259 tons at same uneven dates last year and 2,774,661 tons at the even date of Jan. 1 last year. Afloats to the United States from all countries, estimated, 60,000 tons, against 75,000 tons last year. Stocks in Europe, 2,666,800 tons, against 2,774,600 tons last week, and 2,592,500 tons last year. Total stocks of Europe and America, 2,968,865 tons, against 2,957,097 tons last week, and 2,670,259 tons last year at the same uneven dates The excess of stock is now 298,606 tons, against an excess of 262,267 tons last week, and a deficiency of 6,733 tons Dec. 31, 1896. Afloats to the United States include shipments of 6,400 tons this week from Hamburg and Bremen. Freight room has been engaged for 4,300 tons."

The main object of advertising is to catch new customers. The old ones are already landed and won't want to get away if you treat them properly.

EDUCATE YOUR CUSTOMERS
TO USE PURE GOODS

IT Will Pay You.
Will Pay Your Customers.
Will Increase Your Business.

The Grocer who pushes cheap goods is hardly ever successful.

OUR "PURE GOLD" BRAND *of Flavoring Extracts is guaranteed of finest quality and true in flavor.*

ONE 25-CENT BOTTLE WILL GO FARTHER THAN HALF A DOZEN OF THE ORDINARY 10-CENT BOTTLES.

Vanilla beans have advanced 50 per cent. during the past few months. We may have to advance prices before long. In the meantime we will be pleased to have your orders through our agents or by mail, at our regular prices.

PURE GOLD MFG. CO., 31 AND 33 Front St. E., Toronto

A PROSPEROUS YEAR.

NORTH AMERICAN LIFE.

THE annual meeting of this company was held at its head office in Toronto, on Tuesday, January 26. Mr. John L. Blaikie, president, was appointed chairman, and Mr. Wm. McCabe, secretary.

The directors' report presented at the meeting showed marked proofs of continued progress and solid prosperity in every leading branch of the company's business. Details of the substantial gains made by the company during the past year are more particularly referred to in the remarks of the president and the report of the consulting actuary.

Summary of the financial statement and balance sheet for the year ended December 31, 1896:

Cash income	$ 641,788 08
Expenditure (including death claims, endowments, matured investment policies, profits, and all other payments to policy-holders)	436,545 14
Assets	2,515,833 41
Reserve fund	1,991,526 00
Net surplus for policy-holders	421,546 20

WM. MCCABE, managing director.

Audited and found correct,

JAS. CARLYLE, M.D., auditor.

Mr. W. T. Standen, of New York, the company's consulting actuary, in his full and detailed report of the year's operations, said: "I have examined the investment policies whose dividend periods mature in 1897, and have apportioned to them the dividends accruing thereon. These settlements, like those for 1896, will be found to compare very favorably with the results attained by the best managed companies. This is cause for congratulation on the part of your policy-holders, as, notwithstanding the large payments for investment policies maturing in 1896, you have been able to close the year again with an increased surplus to your credit. The large amount of your new business for 1896—2,603 policies for $3,554,960, being half a million dollars in excess of any previous year—shows that the plans and operations of the company are becoming better known and appreciated. Your results show a good surplus earning power, indicating that your business is of a paying character."

The president, Mr. John L. Blaikie, in moving the adoption of the report said:

"I am fully warranted in congratulating every policy-holder, and every person interested in the company, upon the splendid position to which it has attained, and upon the results of the past year's business.

"An examination of the figures before you reveals many most interesting and important particulars.

"If we compare the business of the year just closed with that of the previous year, viz., 1895, we have the following results:—

"Assets increased $215,315.26, or over 8 per cent.

"Cash income increased $60,309.84, or over 10 per cent.

"New insurance issued increased $542,-110, or over 18 per cent.

"Total insurance in force increased $1,-714,785, or over 10 per cent.

"Reserve fund increased $195,704, or over 10 per cent.

"Payments to policy-holders increased $150,459.94, or over 142 per cent.

"In no former year have such magnificent results been attained.

"The financial strength of a company may be gauged by the relation of its assets to its liabilities. In this respect the North American exceeds that of its chief competitors in Canada, having $120 of assets for each $100 of liability."

Hon. G. W. Allan, in seconding the resolution, said: "The president has spoken fully on the satisfactory condition of the company, yet there are one or two points to which I will briefly refer. There are our investments in which all are interested and will be pleased to learn that they were very carefully made, and have turned out exceedingly satisfactory, as evidenced by the prompt manner in which our interest has been paid.

"There is another point of comparison which will show favorably for our company, that is, as to the relative profit earnings. I am satisfied that those interested in the company have every reason to feel exceedingly gratified at the very prosperous condition which it holds at the present moment."

Mr. J. N. Lake, in moving a vote of thanks to the company's provincial managers, inspectors and agency staff, referred in very complimentary terms to the splendid work done by the outside staff in 1896, as evidenced by the grand business secured during that year, and also that the new business in January, 1897, was already largely in excess of the whole amount received for the same month last year.

James Thorburn, M.D., medical director, presented a full and interesting report of the mortality experience of the company from its organization, which illustrated fully the care which had been exercised in the selection of the company's business.

After the usual votes of thanks had been passed, the election of directors took place, whereupon the newly-elected Board met, and Mr. John L. Blaikie was unanimously elected president and the Hon. G. W. Allan and Mr. J. K. Kerr, Q.C., vice-presidents.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. E. WALMSLEY & CO., wholesale grocers, Belleville, have assigned to John W. Butterfield.

H. F. Sharp, grocer, St. John, N.B., has assigned.

W. A. Shufelt, grocer, Cowansville, Que., has assigned.

J. A. Gagnon, general merchant, St Moise, Que., has assigned.

J C. Stewart & Co., grocers, Moncton, N.B , have assigned.

A. Bateman, grocer, Belleville, has assigned to A. Wallace.

P. R. Pounder, general merchant, Forester's Falls, has assigned.

D. A. Bourgeois, general merchant, Fox Creek, N.B., has assigned.

E. Dupuis, general merchant, Ste. Julienne, Que., has assigned.

E. Houle, grocer, Montreal, has compromised at 25c. on the dollar, cash.

W. Connerty, general merchant, Jasper, is offering to compromise at 75c. on the dollar, case.

J. E. McDonald, general merchant, Colborne, is offering to compromise at 50c. on the dollar.

J. M. Burnes & Co., grocers, Vancouver and Trail, are offering to compromise at 50c. on the dollar.

E. H. Brockenbridge, general merchant, Aylmer, Que , is offering to compromise at 40c. on the dollar.

U. C. Trudel, general merchant, Shippigan, N.B., is offering to compromise at 35c. on the dollar.

Guimont & Devoyaux, general merchants, Cap St. Ignace. are offering to compromise at 35c. on the dollar.

S. Beaudin, general merchant, St Isidore la Prairie, is offering to compromise at 25c. on the dollar, cash.

The offer of compromise of N. Markson, general merchant, Glen Robertson, has been refused, and the assets are to be sold.

W. R. McIntosh, grocer, Berwick, has assigned to J. F. Smart, Cornwall, and a meeting of creditors will be held 22nd inst.

PARTNERSHIPS FORMED AND DISSOLVED.

R. Pigeon and J. A. Rioux have formed a partnership to carry on business in Montreal as grocers under the style of Rioux & Co.

J. B. Duplain and F. X. Paquet have registered a partnership in Quebec to carry on business as grocers under the style of Duplain & Paquet.

A co-partnership has been registered in Kentville, N.S., by M. G. De Wolf and R. H. Lamont to carry on business as grocers under the style of De Wolf & Lamont.

A. Sweet & Co., general merchants, Winchester, have dissolved ; A. Sweet continues under old style.

A co-partnership has been registered in Halifax by C. J. Gillis and Harry Gillis to carry on business under the style of the Atlas Tea Importing Co.

SALES MADE AND PENDING.

J Wiggins, general merchant, Powassan, Ont , is advertising his business for sale.

The assets of Joseph Desmarais, general merchant, Asbestos, Que., are to be sold by auction.

The general stock of T. C Howard & Co , general merchants, Sutton West, has been sold.

CHANGES.

J. B. McCullough, grocer, Montreal, has sold out

M Wodlinger, general merchant, Altona, has sold out.

B. Schwartz has opened a general store at St. Casimir, Que.

C. Abbott, produce, Essex, has sold out to Stewart & Abbott.

A Rioux, grocer, Montreal, has sold out branch store on Roy street.

W. Brunker & Co. are beginning business in Montreal as grocers.

O. Themens & Frere, is the style of a new firm of grocers in Montreal.

A grocery store will be opened in Quebec on April 17 by Louis N. Mainguy.

Arthur Loranger has been registered proprietor of the Globe Spice Mills, Montreal.

E. Langford, general merchant, Morganston, has been succeeded by John A Anderson.

G. A. Eastman, general merchant, Wheatley, has sold out to Stewart Anderson.

McTavish & Stinson, general merchants, Chesley, have been succeeded by Halliday & Stinson.

R J Graham, fruit evaporator and cheese, Belleville and Toronto, has sold out Toronto branch to Wallbridge & Smedley.

FIRES.

Lillian L. Croft, general merchant, Plainfield, has been burned out.

R. B. Johnson & Co., pickle manufacturer, Swansea, have been burned out.

M. M. Hiles & Co., general merchants, Williamsford, have been burned out.

J. & G. Powell, general merchants, Tilbury Centre, have sustained loss by fire.

The premises of James Hunter, liquors, Port Hope, have been damaged by water.

WHAT IT WILL LEAD TO.

A grocer suggests that if the clerks continue in their demands for shorter hours, afternoons off, etc., it will soon be necessary to advertise in this way :

HELP WANTED, MALE.

Boy to work in a butcher store ; need only bring apron. Leave references at home. Salary to begin with, $20 per week. Monday, Wednesday and Friday afternoons off. Can have use of employer's horse and buggy on Sundays.

This grocer seems to think that in a little while the clerkship position will be much like the servant girl problem. Well, may be, but as a general rule the clerks have none too easy a time, and early closing and summer half-holidays help the employer as much as the clerk.—N. E. Grocer.

Keep up with the times

and handle goods that will sell themselves

CLARK'S **CORNED BEEF**

With Patent Key Attachment

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

E. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

ST. JOHN, N.B. ETC., ETC.

Wholesale trade only.

Feathers! We Buy Them

All grades; Goose, Hen, Duck and Turkey; give the highest market price

AND PAY CASH

General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.

ALASKA FEATHER & DOWN CO.

290 Guy St., Montreal.

ADVERTISING BREVITIES.

WHEN you have a line of goods with tempting prices give them a prominent position where people can't miss seeing them as they pass your windows. That is the sort of advertising that never fails to sell goods. There is no experiment about such a method.

There are times when it pays to make a mistake in advertising, and frankly confess it. The confession is what does the trick, however. An honest confession is not only good for the soul, but it is a tonic to weakened confidence.

Because a merchant is honest it doesn't necessarily follow that he should keep spouting the fact in so many words through his advertising. If he's fair and square folks will find it out at his counters.

The power of a wedge is in proportion to its sharpness. The same can be said of an advertisement. It should have point enough to force its way into public indifference and the friction of facts to make it stick after it has entered.

Advertising is a centrifugal force which should create a centripetal force strong enough to draw trade from the extreme limits of the circle where it was exerted.

Advertising, skylights, and windows ought to be used to throw true light upon a merchant's wares. There should be no deceptive colors used in either.

Don't jab at your rival unless you want to advertise his business, and the fact that you fear his power. Such a course is like that of a hen who neglects her chicks to chase a sister hen who has a better brood.

When you set out to make an ad. funny, don't neglect its business end in order to display your wit.

When you set your foot firmly on an icy sidewalk you are not so apt to slip and fall as when you step with timid, cat caution. A timid, half-hearted style of advertising often creates doubt, and proves the downfall of the thing advertised. If it's a good thing, don't be afraid to say so in forcible words. If it is n. g., drop it and say nothing.—Jed. Scarboro in Business.

ENJOYED BEING "DUNNED."

"He was a barber and he owed a bill of $3 for groceries," said a grocer. "I nailed him in the barber shop when it was full, Saturday, and he never turned a hair. In fact, he seemed to enjoy it. He didn't care to pay it; didn't know when he would pay it, and pehaps he would'nt pay it at all. He even joked about it and smiled at me. I got rather angry, I remember, and as I folded the bill I remarked, 'Well, sir, if the bill was a little larger I'd sue you.' He picked up his razor and turning round said, 'Well, I'll tell you how you can fix that. You can send me up some more groceries.'"

GRIMBLE'S English Malt VINEGAR
Six GOLD Medals
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

SALT--- We are always glad to quote or give information about SALT.
Montreal VERRET, STEWART & CO. Quebec

TRY A PACKAGE OF OUR "CLUB HOUSE"
A Perfect blend of the finest
INDIA and CEYLON TEAS
For which we are sole agents in America.
It will please your customers.
J. F. RAMSAY & CO.
Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

AN AUTOMATIC SELLING MACHINE . . .
To sell
Adams' Tutti Frutti
For full particulars, apply . .
Globe Automatic Selling Co.
13 Jarvis Street, - TORONTO, ONT.

30,000 Sq. Feet in 41 Years.
represents the growth of our Steam Brush and Broom Works, and the time we have taken to make the growth a safe, solid and substantial one. Does quality count? Does honesty of purpose mean anything? Is it better to so entirely satisfy you in quality and price that your risk in buying is wholly done away with? We think it is. So we say "you can have your money back if you want it." Illustrated catalogue free.
Chas. Boeckh & Sons, Mfrs.
Brushes, Brooms, Woodenware.
Montreal Branch: 1 AND 3 DEBRESOLES ST.
80 York St., Toronto, Ont.

Everybody sells them

KEEN'S D.S.F. Mustard

IN SQUARE TINS.

KEEN'S Oxford Blue

IN 5-CENT PACKAGES.

Look up your stock of KEEN'S GOODS.

CURRENT MARKET QUOTATIONS

Toronto, Feb. 18, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 lb. pails..... "	16

PURE COLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER,

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 tn 6 doz. cases $0 75	
Englisb Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING. per gross

⅛ No. 4	$4 00
¼ No. 6	4 50
½ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanisb " " "	3 60
No. 3 " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

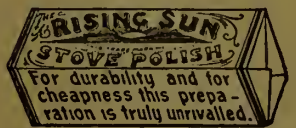
	per doz
New York Dressing, 1 doz. cases.....	0 75
panisb Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BLACK LEAD.

Reckitt's Black Lead, per bnx.....	$1 15

Eacb box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.

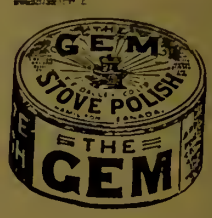
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per Gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.. ...	5 00

THE F. F. DALLEY CO.



Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnisb, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed.....	0 07
Warblers Bird Seed	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed.....	0 04½
London Bird Seed, bulk 25 lb. cases..	0 05
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanisb Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

CORN BROOMS

CHAS. BOECKH & SONS. per doz.

	net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

Starch is Starch

But some of it is hardly worth calling starch. Flour or chalk might just as well be used in many cases, and produce as good results as many so-called "Starches."

When a thoroughly reliable article is desired avoid risk by getting what you know to be first-class and absolutely pure. You can't improve on

EDWARDSBURG STARCH CO.
Cardinal,
Ont.

EDWARDSBURG STARCH.

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 70	1 90
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 60
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 70	0 80
" Sifted select	0 80	0 95
" Extra sifted	1 15	1 30
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 70	0 75
Lobster, talls	2 30	2 40
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 45
" flats	1 40	1 75
" Cohoes	1 10	1 20
Sardines, Albert, ¼'s tins	....	0 13
" ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " ¼'s	0 10½	0 11
" " " ½'s	0 18½	0 19
Sardines, other brands 9¾	11 0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" ½'s "	0 33	0 36
Sardines, Amer., ¼'s "	0 04½	0 09
" ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb	1 10	1 15
Kippered Herring, 1-lb	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef.
No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz
2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
" 4 lb	5 50	5 80
" 6 lb	8 50	8 80
" 14 lb	17 50	18 00
Roast Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
Luncheon Beef, 1 lb	1 60	1 70
" 2 lb	2 75	2 85
Brawn 1 lb	1 30	1 40
" 2 lb	2 35	2 50
" 6 lb	6 60	6 80
" 14 lb	14 50	15 00
Ox Tongue, 1½ lb	7 00	7 20
" " 2 lb	8 50	8 80
" " 2½ lb	10 75	11 00
Lunch Tongue, 1 lb	3 35	3 50
" " 2 lb	6 50	6 80
Chipped Beef, ½ lb	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb	70	75
Potted Meats, Tongue or Ham ½ lb	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb	70	75
Potted Deviled Ham or Tongue, ½ lb	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt	3 00	3 15
" " 1 pt	2 00	2 10
Gelatine of Boar's Head, 2 lb	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish. per doz.

Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 365c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 3905c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 189 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla—		
White " "	0 73	0 83
Unsweetened—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. boxes "	0 19	0 20

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc.
Used for lunch and breakfast as sandwiches.
Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald.
For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH

SEEDS for 1897

Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. St. James Street **Montreal**

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Salt
Salt
Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . . .

TORONTO SALT WORKS

TORONTO, ONT.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and
FAMOUS BLEND COFFEE

Send your orders to

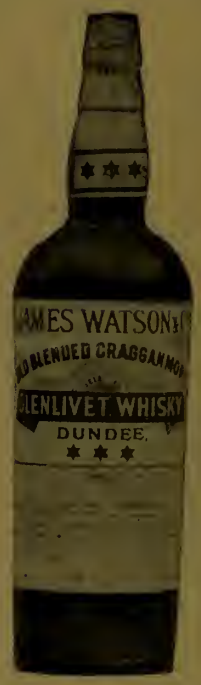
THE COWAN CO., Ltd.

470 King St. East, Toronto

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844
IS THE BEST.

ASK FOR

MOTT'S



Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.

(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	**per doz**
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼ s, 14 lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracca Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs each.	33
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ¼ " " "	0 28
" ½ " " "	0 29
" ¼ " " "	0 30
" ⅛ " 5 or 10 "	
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17
Barrels, 2c. per lb. less.	

Terms, 3 p.c., off 30 days.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	0 20	0 22
Improved Shredded, "	0 18	0 20
Beaver " "	0 16	0 18
Macaroon " "	0 16	0 18
Desiccated " "	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.

Green.

	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20
JAMES TURNER & CO.	
Mecca	.... 0 34
Damascus	.... 0 30
Cairo	.... 0 25
TODHUNTER, MITCHELL & Co.'s	
Excelsior Blend	.... 0 34
Our Own "	.... 0 32
Jersey "	.... 0 31
Laguaya "	.... 0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 24 0 28
Santos	0 22 0 26
Crushed East India	.... 0 20

EXTRACTS.

	per doz.
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

CREAM SODAS.

In 3-pound Tins, made by us, are the original Cream Sodas. They are always CRISP, FRESH and TASTY. No grocery stock is complete without them. They are trade bringers and trade keepers.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST - - TORONTO. S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top, "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz	6 00
Milk Granules with Cereals, in cases, 4 doz	5 8

FRUITS.

FOREIGN.	per lb.
Currants—Provincials, bbls	0 04½ 0 04¼
" ½ bbls	0 04½ 0 04¼
" Filiatras, bbls	0 04¼ 0 04½
" ½ bbls	0 04¼ 0 04½
" Patras, bbls	0 05 0 05½
" ½ bbls	0 05 0 05⅛
" cases	0 05 0 05½
" Vostizzas, cases	0 07 0 08½
" Blue Pearls	0 08 0 08½
Dates, Hallowee boxes (new)	0 06½ 0 06¾
Figs—Eleme, 10 oz	0 07½ 0 00
" " 10 lb	0 09 0 12
" " 18 lb	0 11 0 13
" " 28 lb	0 13 0 16
" taps	0 03¾ 0 04½
" natural, boxes	0 07
" ditto, bags	0 04½
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux	0 04½ 0 06½
Raisins—Valencia, off stalk	0 05 0 05¼
" Fine, off stalk	0 05¾ 0 06
" Selected	0 06¾ 0 07
" Layers	0 07¼ 0 07½
" Sultanas	0 07 0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½ 0 08½
" Malaga	per box.
" London Layers	1 60 1 80
" Black Baskets	2 20 2 65
" Blue Baskets	2 25 3 50
" Choice Clusters	2 25 2 75
" Dehesa Clusters	3 50 4 00
" Non Plus Ultra	6 00
" Imperial Bunches	5 75 6 00
" " Russian Clusters	5 00 5 50

DOMESTIC:

Apples, dried, per lb	0 02½ 0 03
" evaporated	0 03 0.04

FOOD.

	per brl.
Split Peas	3 25 $3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYOIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot	1 20
Crystalized Fruit, flavored	1 65
Acidulated	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85 90
1 " " Red, "	90 95

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 70
3 dy C P	3 90
HORSE NAILS— Canadian, dis. 50 per cent.	
HORSE SHOES— From Toronto, per keg	3 60
SCREWS—Wood— Flat-head iron, 80, 10 and 10 p. c. dis. Round-head iron, 75, 10 and 10 p. c. dis. Flat-head brass, 77½, 10 and 10 p. c. dis. Round-head brass, 72½, 10 and 10 p.c. dis.	
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under)	1 35
ROPE—Manilla	0 09 0 09½
Sisal	0 06¾ 0 07¼
AXES—Per box	5 25 9 00
SHOT—Canadian, dis. 17½ per cent.	
HINGES— Heavy T and strap	0 04¾ 0 05
Screw, hook and strap	0 03¾ 0 04
WHITE LEAD—Pure Association guarantee, ground in oil.	per 100 lbs.
25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02
TURPENTINE— Selected packages, per gal.	0 40 0 41
2c. extra outside points.	
LINSEED OIL— Raw, per gal	0 44 0 45
Boiled, "	0 47 0 48
2c. extra outside points.	
GLUE—Common per lb	0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	per doz.
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—	
1 Star Glenlivet, in cases	$8 50 $9 00
3 " " "	9 50 10 00
Old Liqueur "	15 00 15 50
Old Glenlivet, in wood, p.gal.	4 25 6 00
Watson's Irish—	
Old Irish	7 50 8
Banagher "	9 50 10 00
" in wood, per gal.	4 25 5 25
Geo. Sayer & Co. Cognac—	
I Star, in cases	11 50 12 00
V.S.O.P "	16 50 17 00
In wood, per gal	4 50 6 50
Warter & May, Oporto—	
Ports	2 10 6 50
Wisdom & Warter—	
Sherries	2 00 6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75 9 25
" Special Scotch	9 50 10 00
" Special Liqueur, 14 years old	15 50 16 50
In wood—Fine old Scotch	4 40
Special old Scotch	5 00

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.
Pony size	$ 7 50	Beer Mug 16 20
Small Med.	7 50	Tumbler 11 50
Medium	10 80	Cream Jug 21 00
Large	12 00	Sugar Bowl 22 00
Spoon	18 00	Caddy 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03⅜	0 03¾
Patna		0 04¼
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes, 1-lb. pkgs.	0 08
	6-lb. boxes, sliding covers (12-lb. boxes each crate.	0 08½
PURE—16-lb. boxes		0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	0 07½
For puddings, custards, etc.		
ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs	0 05¼
Bbls., 175 lbs	0 04¾
Kegs, 100 lbs	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs	0 06½

SUGAR.

	per lb.	
Granulated	4⅛	4 3-16
Paris Lump, bbls. and 100-lb. boxes	0 05⅝	0 05½
" in 50 lb. boxes	0 05½	0 05⅝
Extra Ground, bbls. Icing	0 05⅝	0 05½
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03½	0 03⅝
Bright Yellow	0 03½	0 03⅝
Dark Yellow	0 00	0 3⅝
Demerara	3 50	0 00

We Stand Alone

So far ahead are we all Competitors.

Our Packages have a larger sale than all the other manufacturers' put together.

SCHEPP'S

The Standard Cocoanut

Factory, 6 and 8 Bay St.
TORONTO.

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

HELLO!!! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other Try it and be convinced of its superior quality.

Manufactured ONLY by...

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

SYRUPS AND MOLASSES.

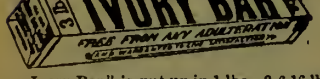
SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. palls.....	....	1 00
" 3 gal. pails.....	1 35	1 40
MOLASSES.		
Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot..... 4 20
Box Lot..... 4 10
Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.....	....	0 35
" " 60 ½-lbs..... }	....	0 35
" " 30 1-lbs..... }		
" " 120 ½-lbs.....	....	0 36

BLACK.

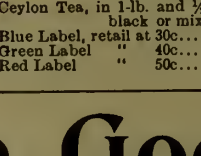
	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Pakling	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35
CHINA OREENS.		
unpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14
Young Hyson— PING SUEYS.		
Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Chests— JAPAN.		
Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11
LIPTON S TEAS.		
No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON.	per lb.
Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21



Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....	0 22
Green Label " 40c.....	0 28
Red Label " 50c.....	0 35
Orange Label, retail at 60c.....	0 42
Gold Label, " 80c.....	0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, In caddies.....	0 48
" " In 40-lb. boxes.....	0 48

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—

Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5lb. bx	0 38
I. O. F., 1-10, 5 lb. box	0 28½
Sohmer, 1-10, 5 lb. box	0 32½
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco, all sizes.....	0 60
Crown Cut Plug Mixture, ½ lb. tin	0 50
" " " 1 lb. tin	0 47

Cigarettes—	per 1,000
Sonadora Havana...	$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tobacco)	3 50

Plug tobaccos (sweet chewing)—		
Navy, in caddies.....	....	0 35
Navy, plug mark.....	0 33	35
Honey, boxes and caddies		43
Spun roll chewing, boxes		55

Plug smoking (with or without tags)—	per lb
Black Crown, caddies	0 35
Crown Rouge smoking....	0 38
Leaf tobacco, in bales.... 0 08	0 20

Cigars—		
La Sonadora Reina Victoria Flor Fina, 1-20....	....	$85 00
La Sonadora Reina Bouquet, 1-10	....	55 00
Creme de la Creme Reina Victoria Extra, 1-20....	....	55 00
Creme de la Creme Reina Victoria Special, 1-20....	....	50 00
Honeymoon, Regalia Comme il Fait, 1-40	....	55 00
El Caza Culebras, 1-40.....	....	55 00
La Fayette Reina Victoria, 1-20	....	32 50
Noisy Boys, Blue Line, 1-20	....	25 00
Princess of Wales, Princess, 1-10.....	....	25 00
Ditto, low grades	13 50	20 00

CIOARS—S. DAVIS & SONS, MONTREAL.

Sizes.	Per M
Madre E' Hijo, Lord Lansdowne....	$60 00
" " Panetelas	60 00
Madre E' Hijo, Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins.....	55 00
El Padre, Reina Victoria	55 00
" Reina Victoria Especial..	50 00
" Conchas de Regalia.....	50 00
" Bouquet	55 00
" Plns	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine.....	35 00
Cable, Conchas	30 00
" Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre.....	1 00
Mauricio.....	15 00

WASHING POWDER.

"SILVER DUST"

Case.....	72 1-lb. cartoons	5 00
Half case..	36 1-lb. "	2 50
Case.....	24 3-lb. "	4 25
Half case..	12 3-lb. "	2 12
Case.....	100 5-cent packages	3 50
Half case..	50 5-cent packages	1 80

WOODENWARE.

	per doz.
Palls, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50
THE E. B. EDDY CO.	
Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ½ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger.....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross.....	$ 2 00
" 10 " "	1 10
" 2 Tiger, ...	5 00
" 4 " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y&S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. **BEST GOODS MADE;**
Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❀ **16 oz. Bottle, $1.00.**

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW
TORONTO . . . . MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director.
W. C. MACDONALD, Actuary.

PUREST AND BEST

Windsor Salt

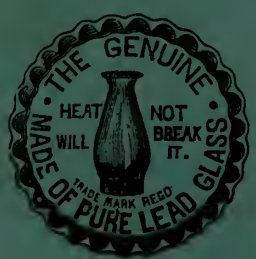
Please insist on having your wholesale grocer send you WINDSOR. If a traveller says "Salt is salt" tell him you know that, but that some salt is very poor salt. Windsor Salt will give more satisfaction than any other salt.

PRICES and **SAMPLES** can be had from your Wholesale Grocer.

The WINDSOR SALT CO., Limited
WINDSOR, ONT.

THE "GENUINE"

is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass.



HEAT WILL NOT BREAK IT.

EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

COWANS, KENT & CO., - TORONTO

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

CHARLES F. CLARK. President. EDW. F. RANDOLPH Treasurer

ESTABLISHED 1849.

THE BRADSTREET
MERCANTILE AGENCY
THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES **36 Front St. East and 27 Wellington St. East.**

THOS. C. IRVING, Superintendent.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

COX'S GELATINE

Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

EL PADRE NEEDLES EL PADRE NEEDLES

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, FEBRUARY 26, 1897. No. 9

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

COLMAN'S MUSTARD

BEST ON EARTH

Fresh Herrings

The recognized leading Brand in all the markets of the world.

Kippered Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, etc.

SALT HERRINGS IN KEGS. "CROWN" BRAND.

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

MARSHALL & CO.
Spring Garden Works, ABERDEEN, SCOTLAND.

Walter R. Wonham & Sons
Sole Agents for Canada, MONTREAL.

VARSITY CIGAR 5c. THE BEST IN THE MARKET

SOUPS

Why not handle the best? Your customers will gladly pay a few cents more for a tin of soup if you can assure them that "It is the best." You can safely say this of

Armour's White Label Brand

H. P. ECKARDT & CO.

TORONTO

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DON'T FORGET

That in selling Silver Dust Washing Powder you

MAKE MORE MONEY

than by selling any other. It gives the greatest satisfaction. Don't wait for the spring rush. Order now.

The Silver Dust Mfg. Co.

Hamilton, Ont.

Crete

Does not produce

Pride of Asia Tea

It is grown in

CEYLON . . . . .

Packed in iron chests of 100-lbs. each.

We will advertise it among your customers and do all we can to win back from the pedlar and department store your legitimate Tea trade. If any tea in the world will do it, Pride of Asia is the tea.

WRITE FOR A CHEST.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

Standard Goods THE Best to Handle

FOR PURITY

This brand is always reliable.

BI-CARBONATE OF SODA
TRADE
MARK.
THE UNITED ALKALI CO.

FOR STRENGTH

Highest test $98\frac{50}{100}$ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

Lazenby's Jelly Tablets

These are **ABSOLUTELY PURE** and made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality made.

FLAVORS

LEMON,	PUNCH,	VANILLA,	CALVES' FOOT,
ORANGE,	COGNAC,	CHAMPAGNE,	STRAWBERRY,
CHERRY,	RASPBERRY,	MADEIRA,	PINE APPLE.

BOXES CONTAIN: 2-doz. ½-pint, 1-doz. pint, or 1-doz. quart packets.

A RELIABLE

Castile Soap

IS

"LE LION ROUGE"

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

Do You Sell Crockery?

Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. *POTTERSBURG P.O.* ***London, Ont.***

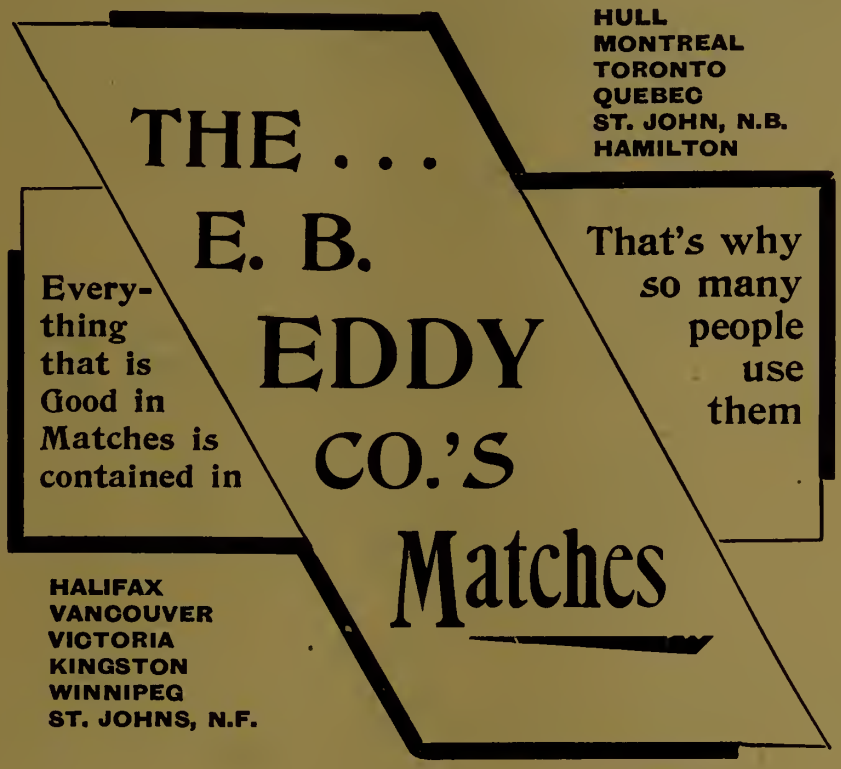
WHY NOT HANDLE THE BEST

When it will Sell at Sight ?

ENGLISH ARMY BLACKING

We do not offer pianos, bicycles or cutters to induce merchants to handle this blacking. The quality and style of the article does the business.

The F. F. Dalley Co. Ltd. - Hamilton, Can.



The E. B. EDDY CO., Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

AWAY UP IN QUALITY

Our Standard Blacks

The 400 Select
Morning Luxury
The Globe
Imperial Congou
Russian Congou

Teas of rare merit --- Rich, Heavy-bodied, Healthful, Satisfying. The high standard of quality always maintained.

Packed in air-tight, metal-lined cases. A source of continual profit to the retailer and satisfaction to the consumer.

In a JAPAN or YOUNG HYSON to retail at 25 cts. we have some special bargains.

◆ ◆ ◆

Have you considered the probability of a duty being imposed on tea?

JOHN MOUAT, Northwest Rep., Winnipeg

W. H. GILLARD & CO.

Wholesalers Only . . . .

HAMILTON

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, FEBRUARY 26, 1897 ($2.00 per Year) No. 9

ORANGE GROWING IN JAFFA.

By Reinhold Palmer, Jerusalem, in Chambers' Journal.

THAT much-prized fruit, the Jaffa orange, is now so well known and appreciated in England that it may interest readers of this journal to learn some details of the method of its cultivation.

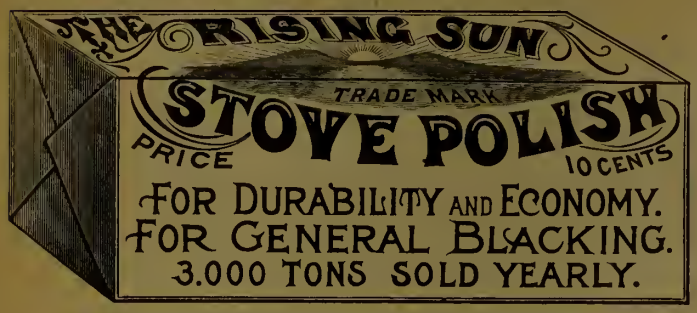
The name by which this variety of orange is known in England is derived from the place where it is cultivated, the growing and prosperous little town of Jaffa on the coast of Syria, so well known to those who have visited Jerusalem, for which it is the port. In the vernacular the name for orange is 'Portugan,' doubtless a corruption of the word Portugal, and is an indication that the orange was probably in the first instance introduced into Palestine from Portugal; but as it is not recorded when or by whom this tree was thus introduced, the origin of the name can only be a matter of surmise. Although not a native of Syria, it thrives on the sandy coast of that country better probably than anywhere else in the world, the climatic conditions—the rainless summer, accompanied by heavy night-dews, and the winter without frost—being well suited to the growth and development of the fruit. But the culture must of course be supported throughout the long summer by artificial irrigation. Were it not that water to any amount can be procured in every garden and at a moderate depth, it would be impossible to grow oranges in Jaffa. The whole neighborhood seems to cover a river of vast breadth, percolating through the sand en route to the sea. Hundreds of Persian wheels working night and day produce no sensible diminution in the supply of life-giving water.

Several varieties of the orange, such as the round Beladi, the Blood orange, the Mandarin, etc., thrive along the coast of Syria, but the oval and almost pipless kind known as the Jaffa orange is only produced in Jaffa itself and its vicinity; and this peculiarity, according to the native gardeners, must be attributed to the quality of the brackish water used in its irrigation. Until about thirty years ago this oval form was quite unknown, when a native gardener, quite by chance, through careful attention to his trees, succeeded, much to his own astonishment no doubt, in improving his Beladi or Spanish variety of orange into the Shamuti, by which name the Jaffa kind is known in the vernacular. By selling grafts from his improved variety to other garden proprietors he was instrumental in substituting the Shamuti for the Beladi orange throughout Jaffa. It is a remarkable fact that all attempts hitherto made at growing the oval orange elsewhere than at Jaffa have not been successful; even at Sidon and Tripoli on the Syrian coast, where the climate and soil seem precisely of the same nature as at Jaffa, all experiments in this direction have failed.

The method of laying out a garden in Jaffa is as follows: The land having been carefully selected and purchased—preference being always given to a red sandy soil—the owner will get in his workmen and start them on levelling and working up the ground. This is very thoroughly done; the levelling of the earth being important with a view to the future irrigating of the orange trees. The ground is, in the first instance, well ploughed, and then, with the object of effectually removing every particle of weed, the workmen use their hoes to turn up the soil to a depth of fully three feet. This expensive process is very necessary, as the presence of even the smallest root of a weed will prove injurious to the trees and be difficult to remove later on. While this work is going on the proprietor will have fixed upon the spot where the well is to be sunk, and have commenced operations. The depth at which water is found varies materially in different gardens, and ranges from about twelve to sixty feet below the surface; consequently the cost of sinking his well is always more or less a matter of speculation to the proprietor. The deeper wells are, however, the exception and not the rule. The system of irrigating is by Persian wheels, simple in construction, cheap, quickly made and repaired; and experience has shown that they are much better adapted for the purpose intended than the steam pump. The whole of this simple machinery is quickly specified and described. A wide cog-wheel is kept going horizontally by a mule with a sweep; this turns a larger one perpendicularly, which is directly above the mouth of the well. Over this revolve two thick ropes, and upon these are fastened small wooden buckets; one side descends while the other rises, carrying the buckets with them, these descending empty, those ascending full; and as they pass over the top they discharge the water into a trough which conveys it into an adjoining tank. The quantity of water discharged within the 24 hours depends on the speed at which the mule is kept going, and also, of course, on the depth of the well. An average-sized garden requires the constant labor of three to four mules to provide the necessary amount of water, the animals being relieved about every three hours.

The ground prepared and manured, the Persian wheel fixed, and accommodation—of the simplest kind, of course—being provided for the gardener and the mules, the proprietor now proceeds to buy young lemon trees about a year old. These are meant to be used as stocks upon which the orange slips are later on grafted; and of them there is always a fair supply available in the nurseries of the older gardens. These lemon trees are now planted, under the supervision of the head gardener, at a distance of four yards apart, and the most suitable time for this operation is during the months of March and April, before the great heat has set in. A hedge of cactus or prickly pear is planted at the same time round the garden, which in a few years' time grows into an impene-

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

trable mass, preventing the intrusion of man or beast.

The young lemon trees will now thrive without much further attention, except that they must be carefully irrigated ; this is done by a system of small masonry troughs running in all directions through the garden, and fed from the tank adjoining the well. The garden is generally divided into four equal parts, each part being irrigated within the course of two days, so that every tree receives its share of water every eighth day in rotation ; and this is considered ample. A small trench is dug round each tree sufficiently large to hold its requirement of water, and as the tree grows and needs a larger supply, the trench is enlarged ; the amount of water that will eventually be required must therefore be calculated on the basis of the irrigation necessary when the trees are six years old, and may be said to have reached maturity. If the garden is a full-sized one and contains about six thousand trees, it will be necessary to sink either two wells or one well sufficiently wide to admit a double set of buckets, thus raising double the quantity of a single set in the same space of time.

During the winter months the garden is left to itself, the gardener employing his time in taking the mules to graze, thus saving the cost of feed. The winter (or rather rains) over, the garden is weeded, manure is worked into the soil, and the trenches round the trees are re-made and enlarged. Irrigating commences about the end of June, and lasts till the end of October or middle of November.

In order to recoup himself for his outlay while the trees are growing, the proprietor will sometimes arrange with his gardener to grow vegetables in the empty spaces between the young trees, giving him the seed and one-third to one-half the produce of the vegetables in lieu of wages. This system is, however, not considered economical in the long run, as the trees, which are purposely grown in close proximity to each other, really require the whole of the soil ; and their development and productiveness is retarded by the growing of vegetables.

The young lemon trees are allowed to grow for two summers before the orange slip is grafted upon them ; this operation is performed in the autumn by the head-gardener, who is an adept at this work. After the fourth summer, calculating from the time the lemon stock was planted, a few oranges may appear on the trees ; and during the following two years the whole of the expenses of a garden will, as a general rule, be covered by the sale of the orange crops.

It is generally assumed that after the fourth year a garden becomes self-supporting ; but it will require two years longer before a return in capital outlay can be expected. After the sixth year, however, a garden that has been well attended to will not only pay all expenses, but give a handsome return as well. The fortunate proprietor will now also have the further satisfaction of knowing that the marketable value of his property represents probably more than double the whole of his outlay. This will give an idea how profitable orange-growing in Jaffa really is, to those who can afford to wait a few years for a return on capital. To the native of Jaffa only one form of investment has a charm—the height of his ambition is to own a "Biarah," the technical term for an orange garden ; unfortunately for him, however, he as frequently as not launches upon the enterprise without having sufficient capital to see it through successfully, with the result that he is compelled to borrow money at a ruinous rate of interest in order to meet his current expenses, and finally has to part with his property before he has seen any of its fruit. This explains why most of the garden property is in the hands of the money-lending class, who have had very little trouble in growing the trees.

Once the garden is in full bearing, the proprietor, apart from an occasional visit of supervision, has little to do beyond selling his crop of oranges, paying the expenses, and pocketing the balance.

The gardener in charge receives a fixed wage of from two to two pounds ten shillings per measure only as long as the trees do not bear ; once they are in full bearing he is no longer paid by a fixed wage, but receives a share of the produce, generally one-twelfth to one-tenth of the crop. It is also understood that the gardener's wife and family, who live on the premises, assist in the garden work without extra remuneration, hence the size of his gardener's family is a matter of some consideration with the owner. This system of making the gardener a partner in the produce of the garden works very well, as he thereby acquires an interest in the general up-keep of the property.

It is difficult to calculate the exact cost of laying down a garden. The price of the land varies, of course, according to position and quality ; then the depth of the water below the surface and consequent cost of sinking the well cannot be estimated to a nicety. As a general rule, however, a garden containing 6,000 young trees will cost from £1,100 to £1,200 to lay down complete, with live stock. To this sum will have to be added five years' expenditure (during which period the garden is assumed to be unproductive) at the rate of £120 per annum, making £600. We have, therefore, a total of £1,800, representing the capital outlay on the garden up to the time the trees are in full bearing. From now onwards the crop of oranges will have an annual value of from £400 to £500 ; and this will leave the proprietor, after deducting all expenses for wages, feed of live stock, taxes, repairs, etc., a clear revenue of 10 to 15 per cent on his total capital outlay of £1,800.

The risks which the Jaffa orange-grower runs, as compared with those which the grower in Florida has to face, are infinitesimal. The storms that visit the Syrian coast, although of frequent occurrence during the winter months, are not of such force as to damage the trees ; in fact, it is

LUCAS STEELE & BRISTOL

3 Bar
4 "
5 "

GROCERS
WHOLESALE
(ONLY)

Hamilton

Lent is Coming!

To supply the wants of the season we offer:

Pure Boneless Fish 1-lb. bricks

Pure Cod Steak 1 or 2-lb. bricks

Medium Scaled Herring (Choice Goods)

Beardsley's Smoked Boneless Herring

Labrador Herring, barrels

Labrador Herring, half-barrels

No. 1 Split N. S. Herring, barrels

Loch Fyne Herring, Kegs

Trout, Whitefish

Lake Huron Herring

Mackerel, 20-lb. kits

Mackerel, 5-lb. pails

JAMES TURNER & CO., - HAMILTON

Jams and Jellies

I have them now ready for prompt shipment at the following prices f.o.b. Kingsville, Ont.:—

Raspberry, Peach, Apricot, Plum and Crabapple Jam, in 7 and 14 lb. pails, 7c. per lb. in any quantity.

Raspberry, Strawberry, Currant, Peach, Lemon and Apple Jelly, refined and sweetened, in 7 and 14 lb. pails, 5c. per lb. in any quantity.

Raw Apple Jelly, pure and unsweetened, 4c. per lb., in 7 and 14 lb. pails.

SPECIAL PRICE IN TON AND CAR LOTS

R. J. GRAHAM, BELLEVILLE, ONT.

ELEME FIGS
COMADRA FIGS

We have still a few boxes Eleme Figs, 10 lb. Also a small lot Comadra Figs in mats, at very low prices. See our Travellers or write for prices.

THOS. KINNEAR & CO. WHOLESALE GROCERS TORONTO

remarkable how very small is the proportion of ripe fruit even which falls to the ground after a storm. This is no doubt due to the fact that the Jaffa orange tree is not allowed to grow larger than a good-sized shrub; and as the trees are placed only four yards apart they afford each other very considerable protection from the force of the wind. The cactus shrubs also forming the hedge of the garden, grow very thick and high and give additional protection from the storms. Blizzards and frosts, which have proved so ruinous in Florida, are quite unknown in Jaffa.

Owing to the good keeping qualities of Jaffa oranges, which enables them to be shipped to distant parts, there is always a brisk demand for them, and the grower has hitherto had very little difficulty in disposing of his crops at good prices. If not exorbitant in his demands, he can almost invariably sell his fruit for a lump sum while the fruit is still green, and before the winter, with its risks of hail, etc., has set in. The shipper who purchases the fruit in this way takes over the whole of the risk of any damage that may happen to it, and he cuts the oranges from the trees whenever it suits him to do so; the contract only stipulating that the garden is to be cleared by the middle of March, as the proprietor likes to see his trees free of fruit before the new blossoms appear.

The whole of the crop of Jaffa oranges does not at the present time exceed 300,000 boxes of about 160 oranges each, which is a mere trifle compared with Spanish or American crops, and about four-fifths of this quantity is at present shipped to England.

The orange-growing industry is almost entirely in the hands of natives; a few of the newer gardens are, however, owned by Germans and Frenchmen.

REDUCTION IN TANGLEFOOT.

The manufacturers of "Tanglefoot" write as follows: "The large output of 1896, favorable contracts made, improved facilities, and the anticipation of a still greater output for 1897, enable us to announce another reduction in the price of 'Tanglefoot,' which, we trust, will prove acceptable to our retailer friends. The prices in Canada will be: Less than 1 case, 45c. per box; 1 to 5 cases, $3.80 per case; 5 cases and over, $3.60 per case."

POSITION OF THE RETAIL MERCHANT.

THE retail merchant stands between the manufacturer and the consumer. He represents the largest class of business men in existence and makes up the backbone of every community.

During panics and hard times the retail merchant is called on to give credit to the laborer and mechanic; he is expected to carry on his shoulders, until prosperity comes, half of the population of most cities. When suffering exists the retail merchant is the first man appealed to for charity. In times of public festivity he, above all others, is expected to contribute liberally.

A city is known by the reputation of its merchants. They keep up its credit; they give employment to a large number of people; they keep money in constant circulation; they supply the necessities and luxuries of its people.

The retail merchaut should, therefore, be the most enterprising of all business men. He should be a good advertiser. He should understand human nature. He should have tact.

Every year the retail merchant meets with keener and more bitter competition; every year the margin of his profits is cut down; every year more and larger demands are made on him.

The retail merchant, therefore, more than any other class of business men, needs the most perfect system in conducting his business. If he wishes to be successful he must employ the latest labor and money-saving devices. He must be ready when good times come to reap the long-delayed harvest.

Everything points to the coming of good times in the near future. There is an abundance of crops in this country and a failure of crops abroad. There is a certainty of a stable financial policy for years to come. There is renewed activity in the iron and steel industry, which lies close to the bottom of all commercial prosperity. There is a feeling of confidence which more than anything else tends to make business good.

We wish to interest everyone of the enterprising retail merchants of this country in our new 1897 model registers and systems for taking of transactions between clerks and customers in their stores. We invite correspondence and we stand ready to demonstrate that the merchant who adopts one of our systems is certain to make more money in 1897 than if he refuses to adopt it.

Address: DEPARTMENT "P," the National Cash Register Co., Dayton, O.

THE POWER OF PRICE.

General advertising operates on a community in a general way; but the feature that directs the steps of the purchaser straight to your store is the fact of the published price and description of the goods, says Dry Goods Chronicle. Time was when the great conservative stores of New York ignored this power of the printed price; they sternly refused to yield to such a degenerating tendency; the traditions of these establishments were against it, and so it was frowned down; although, unfortunately for them, it refused to be frowned down to any great extent; the practice grew, and its friends to-day are legion. One by one the great stores have fallen into line. The latest convert to the idea is Tiffany, New York's greatest jeweler. Tiffany's advertisements now bristle with prices. The great American maxim, "Suit your goods to your customers' taste, and fit your price to their pockets," has worn out.

BROOMS

ROSE, THISTLE PANSY

Freight paid on 5-doz. lots.

MATCHES

SOVEREIGN MATCHES

Freight paid on 5-case lots.

The H. A. NELSON & SONS CO., Ltd., Toronto and Montreal.

VERY OLD HIGHLAND WHISKY.

GOLD MEDAL CALCUTTA EXHIBITION

Cockburn & Co.

ESTABLISHED 1796. *Leith & London.*

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

Freight prepaid to all Railway points in Ontario east of Port Arthur on 5-case lots.

REINDEER BRAND

CONDENSED GOODS

Milk, Coffees, Cocoa, and Evaporated Cream.
All Wholesale Grocers handle these goods.

LONDON GROCERS' AT HOME.

THE members of the London Retail Grocers' Association held an At Home in the I.O.F. Hall, on Thursday evening, 18th inst., and spent three hours in games of various kinds, talking shop and attending to choice refreshments and good cigars.

Among those present were : F. Harley, president of the association ; R. A. Jones, vice-president ; W. H. McCutcheon, past president ; W. H. Branton, treasurer ; E. Sutton, secretary ; W. H. Ferguson, P. McGlade, J. C. Trebilcock, Geo. Trebilcock, A. M. Smith, of Messrs. A. M. Smith & Co., wholesale grocers ; S. Screaton, of Messrs. Edward Adams & Co.; W. H. Weston, W. J. McCombe, F. Harding, R. W. Rolston, W. D. Thomas, F. E. Lea, A. J. Denney, N. McLeod, T. M. Shoebotham, D. Shoebotham, F. A. Ward, R. H. Cullis, A. Connors, Geo. Loneless, Joseph Leach, Charles Marshall, George Scott, R. Atkinson, W. Harley, L. Cathcart, Chas. McCarron, John McLean, F. Robinson, Hy. McCutcheon, W. E. Jackson, J. A. Tucker, Wm. Wright, A. Smith, Thos. Pete, James Haskett, G. Buskard, F. N. J. Bell, T. Durkin, Edward Ryan, F. H. Coles.

From 7.30 till 9 o'clock the evening was spent in an informal way at cards and other games, and at 9 o'clock

Mr. F. Harley, president, called the meeting to order, and invited Major A. M. Smith, of A. M. Smith & Co., wholesale grocers, and W. H. Ferguson, lately from Detroit, and formerly of London, and a past president of the association, to the platform. In his opening remarks the president spoke of many matters of moment to the trade, and referred particularly to the dead beat list. This had been the means of curtailing the giving of credit to parties who were found to be bad pays, and had been the means of saving the members many hundreds of dollars, every member being furnished with a list of names from time to time. "We have the dead beats pretty well spotted, and if the members lose money by giving them credit it is their own fault," he said. We have also been the means of improving our market square. Formerly the market gardeners and hucksters had old waggons on the market covered with old canvas tents. Now they are placed under the shed. We also have a bylaw prohibiting buying on the market for the purpose of selling again on the market square. He was pleased to notice that the removing of the bazaar was now being strongly agitated. This will make more room on the market square, and very much improve its appearance, and make it more convenient for the marketing of farm produce, an advantage to farmers and citizens. "We also petitioned Parliament to amend the Act exempting civil servants' salaries from attachment, and I was pleased to notice, through THE CANADIAN GROCER, that other associations were taking up this question. No doubt the majority of the Civil Service employes are just as good pay as can be desired, but a few are found to be very dilatory, and require more stringent measures being employed for collecting accounts than the law as at present will permit. The Civil Service employees' salary should be no more exempt from garnishee than any other citizens', and he hoped the influence being brought to bear on the Government would result in the Act being amended." He extended a welcome to all present, and hoped they would enjoy the evening together.

A song by Mr. J. T. Adams, entitled "Baggage Coach Ahead," followed.

Past President Mr. W. H. McCutcheon was next called on for a speech. He said his speech would be brief. He preferred listening to speaking. He heartily endorsed the opening remarks of the president. He was one of the charter members of this association and believed firmly the association was calculated to be a great benefit to the members and the trade generally. It developed a feeling of Brotherhood and kindly feeling. He was pleased to see the city press advocating a change in the market. It was unfair that hucksters should be allowed to compete with those who have high rent and taxes to pay, while they pay no taxes and very little rent. The removing of the bazaar would be a boon to both the farmers and the citizens, and he hoped all present would use their influence to have the bazaar removed and the market put in better shape for the handling of farm produce.

Mr. R. A. Jones, vice-president, remarked that he endorsed what had been said by the former speakers, and believed the association could be made of more benefit to the members if they would turn out in larger numbers at the meetings. He felt certain the dead beat list had more than repaid the members. He referred to the question of the earlier closing of stores agitated at the At Home a year ago. He was sorry to say it did not succeed as well as could be wished, but he was satisfied that good had been done, particularly respecting Saturday evening. Customers now did their shopping earlier, and he believed it was not now necessary for the grocer to keep his store open later than 10 p.m.

Mr. Peter McGlade followed with a flood of humor. He made good-natured, happy hits at several of the members, which kept the audience in continual laughter. He gave a glowing description of what this year's picnic, their seventh, would be like. The society, he said, was strong in membership and finances. "The members now number 50, and, after to-night, we ought to add at least 10," he said.

Mr. Thomas Pete then gave a comic song, entitled "Casey's Band."

Mr. J. C. Trebilcock said that the remarks of Mr. P. McGlade, to the effect that he (Trebilcock) was likely to be married soon, had no foundation in fact. He would be on hand at the Jubilee picnic prepared to take his place as usual.

Mr. N. McLeod stated that with regard to the removal of the market bazaar he had been informed that one of the city aldermen would give notice of motion at the next sitting of the Council that the bazaar be removed, and he suggested that a committee be appointed by the association to back up the motion. It would add strength to the movement and have a good effect.

Mr. A. M. Smith, a representative wholesale dealer, was called upon. He spoke highly of the association, and said he had been pleased to notice how it had been progressing and prospering. It was useful in a business way and pleasant socially.

Mr. J. T. Adams gave a solo, "Down at the Farmyard Gate."

Mr. W. H. Ferguson—recently returned from Detroit, where he has been the past two years—had a great deal to say about the United States generally, and Detroit in particular. Canada's total indebtedness is much less than that of the United States per head. To every 10,000 people they had only 25 miles of railway and Canada had 30. Americans think this country of slow development, but the speaker would rather see it stationary than the dumping ground of the congested cities of the eastern hemisphere. He would open wide the portals to a good class of emigrants, but have rigorous laws excluding the bad. Speaking of Detroit, Mr. Ferguson said that although Detroit was a much larger city than London, there were very few grocery stores there that would compare with those of London. They were mixed up with almost everything conceivable, and apparently the grocery part of the business was a secondary consideration. The observance of the Sabbath is also very bad. You will frequently see the stores open until 2 o'clock Sunday afternoon. Then they close up and go on an excursion for the rest of the day. He did not know when they slept. They were open late at night and up at 3 or 4 o'clock in the morning during the summer months and off to the market for garden and farm produce. Groceries being a secondary consideration, the prices were cut down to a very much greater extent than here. He closed his interesting

FISH

CLOSE PRICES FOR YOUR LENT TRADE.

XXX Dry Cod, 100-lb. cases.
Choicest Flitched Cod, 100-lb. cases.
"Imperial" Boneless Fish, 25-lb. boxes.
"Quail on Toast," 1-lb. blocks.
Pure Codfish, 1-lb. blocks.
Shredded Codfish.
Bbls. and Hf. Bbls. Labrador Herring.
Bbls. and Hf. Bbls. No. 1 Split Herring.
Kegs Fresh-water Herring, heads off, close prices, F.O.B. Waubaushene.

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

remarks by saying that the United States was a very nice place to live. And one thing he observed was, that no difference what part of the country a citizen lived in over there, he would argue from morning until night with a citizen from any other place or country that where he lived was just the very best place in the universe. But London and Canada were good enough for him. He thanked the members for the invitation extended to him to spend a social evening with them, and hoped the association would continue to grow in numbers and in benefit to the trade.

Mr. Victor Colwell followed with a piano solo, after which refreshments were served in the banqueting hall adjoining. The remainder of the evening was spent in sampling cigars, card playing and other games.

Victor Colwell was an efficient accompanist during the evening.

Secretary E. Sutton was an ardent worker in forwarding the pleasure of the occasion.

CODFISH EQUAL TO TERRAPIN.

UPON one occasion, when the assembled company contained such good eaters as John Chamberlin, Roscoe Conklin, John S. Wise, William J. Florence and Thomas P. Ochiltree, a discussion arose as to which was the best of all fish, and after the champions of the pompano, the salmon, the fresh mackerel, the sheepshead and the red snapper had been heard, the matter was left to Mr. Chamberlin to decide. His reply amazed his hearers. He said :

"I tell you that the cod is the best fish that swims, and if he were not so common he would be prized as one of the greatest gastronomic luxuries we have. I defy any one to name any other living creature which can be put to so many edible purposes. It is amazing the number of dishes you can make from the cod, and when you have exhausted him in his fresh state you can fly to him in his salted condition and begin a new round of delicacies. There is hardly anything you can't do with him. His tongue, either boiled or broiled, is a great delicacy, and his head is capable of treatment that places it on a par even with terrapin. I will guarantee to take a cod's head and prepare it in a manner the result of which will tax the palate of any one of you to distinguish between it and diamond-back terrapin. How do I manage it? Well, first, the cod's head should be thoroughly washed in cold water, and then placed in an iron kettle with just enough water to make steam for it—it, of course, being covered with a napkin. When it falls to pieces take out the bones only—don't remove the eyes—and place the fragments in a chafing dish. Put in plenty of pepper, some salt, the best butter and some cream—not too much cream—and a dash of good Madeira if you wish, and after the chafing dish has done its work you have before you a dish which equals terrapin and costs many pennies less."—The Caterer.

Appearances are Deceitful

A good thing will bear repeating. So we keep on harping about the flavor of our "Pan-Dried" (REGISTERED) Rolled Oats. The tendency of Dry Heat in Pan Drying is to darken the Oats. But this same Dry Heat keeps the natural flavor of the Oat intact.

Hence we prefer to sacrifice whiteness for flavor, even though Pan-Drying is expensive. Appearances are deceitful, but flavor, never so. Increased demand and permanent trade is what we're after. We think that you are, too. We believe that flavor will bring this about rather than whiteness and flakiness. Taste counts.

THE TILLSON COMPANY LTD.
Tilsonburg, Ont.

From Manufacturer to Retailer Direct.

Dirt Cheap

Have you realized how cheap are 2-lb. canned apples at

35c. per dozen?

This is our price for the

Log Cabin Brand.

PRUNES . . . .

FRENCH—A. Dufour & Cie., in 25-lb. Boxes - - - - - **3¾**c. lb.

BOSNIAN—Ostrich Brand, in 55-lb. Boxes - - - - **6**c. lb.

Hudon, Hebert & Cie.

MONTREAL.

This Week

Specials in **Teas**

Fine Darjeeling
" Ceylon
" Japan
@ 18 c.

Write for samples.
These are special values.

Currants

Our cleaned fruits are unsurpassed in quality and flavor.

KALAMOS
MOREA
VONITSA
In Cases

Once your customers buy these currants their custom is assured to you.
Write for samples and prices.

The EBY, BLAIN COMPANY Ltd.
Wholesale Importing and Manufacturing Grocers
TORONTO - CANADA

THE FOURTH OF MARCH.

This is the date on which most of the paper falls due for the goods that have been sold during the winter. As business has not been as good as anticipated, collections by country stores have been slow. This is partly accounted for by the want of snow, which kept the farmers from being able to get to the market with a great deal of their winter produce. By produce we mean wood and grain, which farmers who live some distance from market towns do not begin to sell until there is good sleighing. But while the merchant is looking after his own collections he should not overlook the fact that the wholesale houses are looking after theirs. A great many merchants who expect to meet their paper all right in March find at the last moment that they are unable to do so. If they could only find out about the 15th of the month whether they would be able to meet that paper or not, and let the wholesale house know, they would save a great deal of unnecessary trouble. Instead of doing so, and giving the wholesaler notice in time, a few—not many, we are happy to say—leave it off until the thirteenth hour, and then send in a letter saying that they are very sorry they cannot meet their note. It would be very little trouble to act on this suggestion, and would take a great deal of trouble off the wholesale man's mind and hands.—Canadian Dry Goods Review.

PERSONAL MENTION.

W. T. Wilkinson, representing Meadow Sweet cheese, was in Toronto last week booking orders. He booked lots of them, too.

Mr. F. Hanford, representing Jardine, Matheson & Co., paid a flying visit to Montreal last week, and called on Morrow & Ewing, the Canadian representatives of the firm.

Mr. W. Miller, who traveled for the Empire Tobacco Co. for some years, has joined Lucas, Steele & Bristol's staff. Next week he will represent the firm in the city, and from his good grounding and experience in the retail grocery business, should prove an acquisition to the firm's representatives. He has always been quoted as "thoroughly straight," and he certainly comes by it honestly, as no man stood higher in the estimation of the trade than his father, the late John Miller, of Abingdon. W. Miller was with his father in business for some time, and served quite an apprenticeship with the big "Murgatroyd" store in Smithville.

PRICE-CUTTING.

The Pharmaceutical Journal of February, in alluding to the cutting of prices on patent medicines, says: "We have an instance of an article of great popularity and very large sale, "Salada" Ceylon tea, which is kept before the public in the daily papers, magazines, dead walls, and, in fact, in every style of advertising, and yet there is never any cutting in price. No article is better advertised in Canada to-day, and yet the sale is controlled, and any person handling it must sell at the price named by the proprietors. Now, here at least is a firm who control their goods; why not others? It does appear to us that the only reason is a lack of desire to do so."

The Eby, Blain Co., Ltd., report large sales of their celebrated "Crushed" Java and Mocha coffee (xtr.), which they claim is the best value in the market in a fine coffee at a reasonable figure.

Don't forget that the Eby, Blain Co., Ltd., are offering special prices in fresh water herrings and trout f.o.b. Midland and Meaford, during the next two weeks. There will be a good demand for same from now on.

To Tea Buyers

You are probably yet buying teas in the expectation that there will be a duty, which may or may not come. We would simply ask that you remember we are free sellers. You are welcome to the teas and the duty if it comes.

H. P. ECKARDT & CO., WHOLESALE GROCERS, **TORONTO.**

In Parchment Bags.

This is the most attractive way of securing the trade of the very particular Lard buyer. "Rose Brand" Lard is put up in parchment bags holding one and two pounds each. We do this because it distinguishes it at once, as highest quality. It is made for particular people—for your very best trade. It is made from real leaf. No back trimmings—no common fats in it. It is tried out in open kettles in the good old-fashioned way. It is hardly to be expected that mutton suet and starch and potato flour or the common things called "Lard" would deserve a parchment covering. They not only don't deserve it but they never get it.

"Rose Brand" Lard

The GEO. MATTHEWS CO. Ltd.

Ottawa and Peterborough.

There's hardly a man

woman or child in Christendom that does not like good mince pie. The quality of the pie depends largely upon the mince meat, and the experience of years has proved the excellence of

Wethey's Condensed Mince Meat

J. H. Wethey, Mfr., St. Catharines.

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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and
Trade Newspaper Publishers

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John Cameron, General Subscription Agent.
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A LESSON TO THE GOVERNMENT.

IT is most regrettable from a business point of view that the Dominion Government has found it necessary to defer the opening of Parliament till March 25th, two weeks later than it was called for.

With the revision of the tariff, the chief business of the House it was necessary that Parliament should meet as early as possible. Manufacturers and merchants do not think there will be many drastic changes, yet they do not know what will be done. As long as that uncertainty obtains, the business of the country must necessarily suffer. And it is suffering.

The direct cause of the postponement of the opening of the House is, no doubt, the unfortunate fire which visited the Western block at Ottawa a few days ago.

The Toronto World on Monday morning declared that the cause was not the fire but the tariff. That is nonsense. Situated in the burned block were some of the chief departments of the Government, and after such an event chaos naturally would reign for some time. Had the fire not taken place there is scarcely any doubt the House would have met March 11.

But while the direct cause of the postponement is the fire, if the Government had had the tariff ready for the meeting of the House in January, as it should have had, the work of revising it might have ere this been finished, and the trade of the country would have had an opportunity of assuming its normal condition.

THE CANADIAN GROCER urged repeatedly the appointment of an independent commission of practical business men and representatives of labor organizations to investigate the tariff question. Had this been done, instead of the work being delegated to Ministers who already had their hands full in attending to their Departmental duties, the tariff might have been constructed ere this, or at least been receiving the attention of the House, whatever delay might have been caused in other particulars by the fire.

It is said that troubles never come singly. Whether that be so or not it is the well-known experience of every business man that when, through carelessness or design, work in this or that department is allowed to lag, accidents or unforseen circumstances often supervene and throw it back still further. The work of governing a country is a business as well as conducting a store or factory.

In a few more days the present Government will have been in power eight months. Its fault during that time is not that it has been indolent, but that it has essayed to do too much. This is evident in regard to the tariff. And now occurs this fire to put it still further behind. It should be a lesson.

LOSSES ON EVAPORATED APPLES.

DRIED and evaporated apples are a dead stock just now, there being absolutely no demand for them.

In the face of this the quantity of stock seeking a market appears to be larger than it has been for several years. This is true not only of the supplies in jobbers' hands, but of the smaller dealers' stocks throughout the country and in first hands.

According to leading traders, every mail brings in offers of stock, and they complain that unless they want to give it away it is useless to load themselves up with anymore.

The exceptionally low price and plentiful supply of apples in their natural state, is solely responsible for this position of affairs. With green apples jobbing out freely all the way from 50c. to $2.00, as they have been for months past, it is not surprising that csnsumers should neglect the dried and evaporated stuff.

The outlook for the future also does not look very promising, for there is a considerable supply of green fruit yet to turn over; sufficient, many believe, to supply the demand for a long time to come. In fact, it is set down as a foregone conclusion that a lot of dried and evaporated stock will have to be carried over until next season.

Jobbers are free sellers of evaporated apples at 4c. in Montreal and can easily buy them for 3¾c.

CURTAILMENT OF THE CANNED GOODS PACK.

THE members of the Canadian Packers' Association, who met last week in Toronto to consider ways and means for curtailing the pack, concluded their labors on Friday after being in session over two days.

As stated in last week's issue, all were decided upon the necessity of curtailing the pack, but all were not decided as to how the desideratum was to be secured.

Before adjourning, however, it was decided to reduce the pack, but this conclusion was not arrived at, THE CANADIAN GROCER understands, until the larger packers had agreed to carry the heavy end.

But with this decision there was a proviso. And that was that the agreement should not go into effect unless the two or three factories not represented at the meeting subscribed to it.

It therefore depends on these two or three factories in question as to whether or not there shall be a preconcerted reduction in the pack. But while this is so, it is probable there will be less goods put up next season, for all the canners THE CANADIAN GROCER has spoken to in regard to the matter, declare this to be their individual intention, no matter what may be the outcome of the present movement on the part of the association.

One thing is certain, the pack of canned vegetables and fruits in Canada exceeds the requirements of the country.

And the natural concomitant of this is low prices, insufficient profits and ultimately ruin to some of those engaged in the industry.

A number have already gone out of existence. Some of them voluntarily, but most of them involuntarily.

The Packers' Association proposes to curtail the pack in order to secure a remedy for the present unsatisfactory condition of affairs.

This may alleviate the trouble, but it is not the remedy.

When a tree has moldering branches the

only remedy is to lop them off. Sprinkling water upon them will not suffice. They must be removed altogether if the sound branches are to be allowed to bear fruit as nature designed they should.

There are moldering factories in the canned goods industry, and until they are curtailed, until they are cut off, no lasting good can be accomplished.

It is a hard thing to say, but it is true, nevertheless, that there is probably no manufacturing industry in Canada to-day where there are relatively so many concerns whose proprietors are so deficient in technical and business knowledge as in the canned goods trade. None know this better than the practical men who are engaged in the industry.

As long as these unpractical men are in the business the conditions must remain unsatisfactory. They do not know their business, and many of them never will.

They may be competent to produce the fruits and vegetables, but they possess not the ability to put them up in tins and sell them profitably.

They will attempt to ape others, but they cannot strike out independently for themselves. And as they are always following instead of leading, they are always behind in the race for business, always disgruntled, and always the weak link in the chain of any agreement.

Half a dozen energetic men are worth more than all the indolent men of genius Noah could have crowded into his ark.

ADVANCE IN CLOVES.

Cloves are falling into line with other spices and showing higher values, prices, according to advices just received in Toronto, having advanced equal to a quarter of a cent per pound.

The chief cause of the advance appears to be the decision of the British Government to do away with the slave trade in Zanzibar.

Stocks on spot, as well as elsewhere, are light, buyers for some time having been cautious in their purchases owing to the unsteady character of the market.

A business man can no more misrepresent goods and reap success than can a farmer sow tares and reap wheat.

THE DULLNESS IN SUGAR.

THE sugar market this year furnishes a marked contrast to that which prevailed last year at the same time.

During February and March twelve months ago there was a regular boom in sugar. Individual houses in Montreal frequently sent out from four to five carloads a day. This year they complain that if they send out that many a week they consider that they are doing well.

The jobbers are at a loss to understand this indifference of buyers in view of the general expectation of an increase in the duty on raw sugar.

With this impression prevailing, they imagine that the demand should be brisk, whereas it is almost lifeless. Lately also the market outside has shown a steady upward tendency, but Canadian prices stubbornly refused to respond until last Thursday, when Montreal refiners advanced prices ⅛c. all round.

Previous to this advance, as the trade generally know, the refiners have been more inclined to shade prices. In fact, they actually did so on several occasions for the purpose of clinching an order.

At this writing, however, the feeling is strong at the advance.

All advices from primary markets continue strong in tone, and the recent advance, both in refined and raws, at New York, has been fully sustained, granulated now being quoted there at $4.10 per 100 lbs. net, while sales of raw crystals have taken place at 3¼c., and further purchases of some large quantities have been made in Cuba for shipment at a slight advance over the above figure.

Private cables from London recently reported the market for cane firm, with offerings light at 9s. 1½d. for February and March.

LOCAL TRANSPORTATION CHARGES.

Some importers complain of charges made by the Shedden Co. for the delivery of goods from the railway freight sheds to points in Montreal, and are figuring on saving money by taking express men off the stand and sending them to carry the goods.

One importer had a shipment from England ten days ago on which the company charged him one cent per case for delivery from the freight sheds to his warehouse. A few days later he had another shipment of exactly the same size of boxes and same weight and shipped from the same point. On this the Shedden Co. wanted slightly over two cents. In explanation they said that the shipper in England did not arrange when making his freight rate for delivery charges at this end, and he would therefore have to pay a higher rate.

As other importers may be caught in the same way the question is one which should be looked into, and shippers should be instructed to bill goods by cheapest routes. It might also be worth the while of many of the larger firms, who do not employ their own teamsters, to figure whether it would not pay them to employ private companies to deliver their goods.

A stiff back bone that is not reinforced by honest purposes, like a pugilist in the ring without seconds, has little chance of securing anything else but defeat.

BRITISH TEA IN AMERICA.

The year 1896 witnessed another remarkable growth in the shipments of British grown tea to Canada and the United States. This is evident from the figures just to hand from London.

The figures in question are for re-exports from and transhipments via the United Kingdom and direct exports via China. No account is taken of the direct shipments from India and Ceylon.

The total quantity taken, according to the figures referred to, was 9,474,019 compared with 7,792,185 lbs. in 1895, 4,723,370 lbs. in 1894, 3,981,837 lbs. in 1893, 3,075,900 lbs. in 1892 and 2,334,302 in 1891. All but about 600,000 lbs. of last year's total were either re-exports from the United Kingdom or transhipments via the United Kingdom.

This means an increase of about 21.60 per cent. for 1896 over 1895, and 306 per cent. over 1891.

Of the total quantity taken last year by Canada and the United States 5,205,405 lbs. were Indian tea and 4,268,614 lbs. Ceylon tea. Compared with the previous year this was an increase of over 28 per cent. in the former and over 14 per cent. in the latter.

Compared with 1891 there was an increase of 287 per cent. in Indian tea and of 330 per cent. in Ceylon tea.

SHOULD BE INVESTIGATED.

THE request of the Bell Telephone Co. for power to increase its rates to $65 is naturally not looked upon with favor by the business community.

No fair-minded man, however, will say "Nay" if the sum of $45 per annum, now being received, is not a fair price.

But it must be demonstrated beyond peradventure that that sum is not fair.

And the only way to ascertain this is by investigation. Let, for instance, an expert accountant and an expert electrician be appointed to make a thorough examination and report thereon.

The company may be losing money at $45, and yet the loss may not be due to the price as much as to incompetent management or antiquated methods. This should be ascertained.

An increase of over 47 per cent. in the rates is a most extraordinary one, and the request to be granted power to levy them should not be conceded unless as a matter of justice.

As far as THE CANADIAN GROCER is concerned, we are free to admit that we are sceptical as to the ability of the company to show cause for increasing the rates, especially to the extent of 47 per cent.

The tenders which are now before the City Council of Toronto demonstrate that there are companies with systems claimed to be more efficient as well as more modern who are willing to accept $36 for a business service and $20 for a private house service, and, in addition, pay the corporation 6 per cent. of its income for the privilege of possessing the franchise.

But whatever may be the righteousness of the Bell Co.'s request, subscribers in Toronto will not be satisfied unless the company give a better service than they now do.

MOLASSES DOWN ANOTHER CENT.

The molasses market continues irregular and unsettled. The chief news this week was a cable received on Wednesday by a Montreal commission man that the first cost price at the Islands had declined another cent to 9c. This is figured to be about equivalent to 25⅛ to 25¼c. delivered in Montreal via New York. On the other hand, sales of 50-puncheon lots have been made by Montreal parties at 27½c., and the jobbers stick to their range of 30 to 31c.

The optimists contend that the prices at the Islands are not going to have any effect in Canada until after the opening of navigation ; and that in any event the first crushings are never of the brightest or equal to what is now offering in Canada.

THE POSITION OF CURRANTS.

The position of currants in Greece continues strong.

Stocks there, according to the latest advices, are about 22,000 tons, and it is estimated that by the end of May they will be exhausted.

Prices there continue to advance, while the demand from both England and Germany, where stocks are light, is good.

JAPAN COURTING CANADIAN TRADE.

NATIVE Japanese firms are making special efforts to get foreign business direct, instead of English firms resident in Japan. At the present time there are no less than three bright representatives from that country calling on the trade in Canada in the interests of the Japan tea grower. There are two leading native firms—the Japan Tea Firing Co., Yokohama, and the Japan Tea Exporting Co., Kobe. A third is now being organised to take over the business of an American firm which went into liquidation. They control their own plantations and think they can make better terms by selling direct to the wholesale trade in Canada than through middlemen.

Mr. Nishimura represents the first-named concern, and Mr. Komada the other. They are accompanied by Mr. Furuya, who was sent to this country to acquire a knowledge of the English language and Canadian and American manners and business customs. He is traveling through here as the official representative of the Tea Traders' Association. They made their headquarters with Morrow & Ewing, in Montreal, and at the agencies of this firm at the other cities.

Mr. Furuya is preparing a report on the tea situation in Canada, and will make suggestions to his Government as to how the influence of Ceylon advertising in this country may be counteracted.

Speaking of the tariff he said that he heard the Canadian Government would impose a duty of 5 or 7c. per pound on tea. This, he thought, would shut out low-grade teas and would encourage the importation into Canada of only the better grades.

Five cents a pound on tea would mean a tariff revenue of about one million and a quarter dollars annually.

HAMILTON PURE FOOD SHOW.

A PURE FOOD EXHIBITION, the first of its kind for Hamilton, will be held in the Drill Hall, Hamilton, from the 5th to the 10th of April. The retail grocers and the ladies of the School of Domestic Science, under whose joint auspices the affair will be held, promise a show hitherto unexcelled in the country. Those in charge of the arrangements are all natural-born hustlers, and they are hustling for all they are worth. Already some progress has been made towards settling the details, as it has been decided to have special days and special attractions for each day.

Lectures will be given every afternoon by Mrs. Sarah Tyson Rorer, the most famous lecturer on the art of cookery in America. Mrs. Rorer was engaged by the Chicago World's Fair management to take charge of the lectures and demonstrating pertaining to all branches in the art of cookery. She was also engaged in the same work at the World's Food Show, Boston, and recently at Philadelphia, and has just closed an engagement to lecture in New York. Mrs. Rorer stands head and shoulders over all other lecturers and demonstrators in this field of work. She is a highly-educated and cultured woman and her presence on the platform is most picturesque. Her style is easy and conversational.

Manufacturers of food products and of goods of interest to housekeepers should at once avail themselves of this opportunity to make their goods known by attending this show. A card addressed to Mr. F. R. Close, chairman of the committee, will se cure plans of the hall and designs and estimates of booths.

The committee can supply any number of demonstrators at a very small cost to the manufacturer, and in every other way arrangements will be made to the best possible advantage of the exhibitors.

GLUCOSE AND RICE TARIFF.

At a meeting of the Tariff Commission, held in Ottawa on Tuesday the glucose interests were advanced by Messrs. J. G. Reid, J. C. Nagle, and G. F. Benson, of the Edwardsburg Starch Co. They represented that it would be absolutely impossible to carry on the business if the duty were reduced, as was proposed by the confectioners, by one-half. Mr. Paterson reminded the deputation that they enjoyed a protection of 125 per cent., but they were prepared to satisfy him that their profits were not unreasonable.

Mr. D. W. Ross, representing the Mount Royal Rice Mills, was given a private hearing by the Commission.

Does It Pay ?

A VITAL QUESTION WITH EVERY GROCER IN CANADA.

Does it pay to handle inferior goods—on which to make a larger present profit—in preference to the best goods that will bring (and keep satisfied) permanent customers ? If you think so don't read any more of this ad. It won't interest you in the least. But if you are building up a good trade in high-class goods the lines we carry are just such as will interest you.

The Crown Flavoring Extracts are absolutely pure goods. Every flavor is rich and strong. Because of their excellence they command a steady sale. It will pay you to handle them—If all we claim is not borne out by fact, send for your money. You will get it by return mail.

A FEW OTHER LINES:

Mackay's Kola Cafe
5-oz. and 10-oz. bottle

Lorimier's Worcestershire Sauce
Pints and ½-Pints

Keopff's Family Gelatine
Red and White. 1-oz. packages

Mackay's Essence of Coffee and Chicory 5-oz and 10-oz. bottle

Bryant & May's Safety Matches

Wax Vestas and Tapers

ROBERT GREIG & CO.

456 St. Paul Street

MONTREAL

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Feb. 25, 1897.

GROCERIES.

THE feature of the grocery trade is the advance of ⅛c. per lb. in all grades of refined sugar which took place just after we had gone to press last week. This advance has been maintained and the demand is improving. There is still a good demand from retailers for tea, and the wholesalers continue to pick up spot goods showing good value. The position of canned tomatoes and peas is, if anything, stronger than a week ago, the packers asking higher prices, particularly for the former line. Currants continue firm in the primary market. A little more activity is to be noted in syrups. Spices continue to rule firm. The demand for oranges is beginning to pick up, with prices on the Valencia kind higher. Payments are, as a rule, slow.

CANNED GOODS.

The packers are a little higher in their views in regard to tomatoes than they were a week ago, and they, as a rule, now appear to be asking 70c. per dozen, but we hear of no transactions, however. There is undoubtedly a firmer feeling, and some of the wholesale houses have this week notified their travelers to accept nothing less than 75c. per dozen for standard goods. Salmon is in fairly active demand. Lobster is quiet. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 70 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, $1.15 to $1.30; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.37½ to $1.40; "Maple Leaf," $1.37½ to $1.40; Lowe Inlet, $1.30 to $1.35, in tall tins; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.50 to $1.55; Canadian canned beef, 1's, $1.20 to $1.35; 2's, $2.30 to $2.50; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

The primary markets are firmer on Rio coffees, but this fact does not appear to be any inducement to buyers. Wholesalers, however, report that they are experiencing a fair demand. The higher grades of Rio coffee are getting scarce. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

A little more activity is to be noted in syrups, but the volume of business is still light. Some good values are being shown this week by the refineries. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There is not much doing in molasses, although business is not bad considering the general quietness of trade. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Prices of refined sugars were advanced ⅛c. per lb. all round after we went to press last week. The advance temporarily checked the demand, but within the last few days buying has been freer, and business, while still of a hand-to-mouth character, is brisker than it was before the higher prices went into operation. The outside markets up to the time of writing rule firm. Granulated is now quoted at 4 3-16 to 4¼c. for 5 barrels and over, and at 4¼ to 4 5-16c. for less than 5 barrels; 3½c. per lb. upwards for yellows.

SPICES.

A fair movement in black pepper is to be noted on wholesale account. Cloves are firmer, having advanced in the primary market equal to ¼c. per lb. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia,

BUTTER TUBS

Best White Spruce

We are booking orders for Spring delivery, at special rates.

Write us

WALTER WOODS & CO.

HAMILTON

Brooms, Brushes, Paper, Twines

Grocers' Sundries

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal

For Price List.

Teas Come and Teas Go

BUT . . .

"SALADA"

CEYLON TEA

goes on increasing in popularity with the grocer, and with the consumer. Because it is the finest of all Teas, and it is guaranteed to give you better satisfaction than any other, or you can return it.

SALADA TEA CO.

25 Front St. East - - TORONTO
15 Niagara St. - - - BUFFALO
318 St. Paul St. - - - MONTREAL

Recommend

SURPRISE SOAP

For **WASHING TOWELS**

Linen or cotton or any kind. **Towels** in use in factories, mills, stores, mines, become very much soiled. It's economy to use first-class soap to cleanse them.

Recommend **SURPRISE SOAP** for this purpose to your customers.

BRANCHES—
MONTREAL : Board of Trade Building.
TORONTO : Wright & Copp, 51 Colborne St.
WINNIPEG : E. W. Ashley.
VICTORIA : La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

12 to 15c. for China and 18 to 20c. for Batavia.

NUTS.

The nut murket is quiet and without special feature. We quote : Brazil nuts, 11 to 12½c. ; Valencia shelled almonds, 18 to 22c. ; Tarragona almonds, 9½ to 11c. ; peanuts, 10 to 12c. for roasted and 7 to 10c. for green ; cocoanuts, $4.50 to $5 per sack ; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots ; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

Rice keeps firm. Some transactions have taken place in tapioca since the advance noted a week or two ago, but, generally speaking, the higher prices appear to have checked the demand for the time being at least. We quote : Rice, Standard "B," 3¼ to 3½c. ; imported Japan, 5¼ to 5¾c. ; tapioca, 3¼ to 4½c. ; sago, 3½c.

TEAS.

The local market has continued steady with transactions in spot goods of all kinds where buyers have been able to secure fair values. There has been very little doing in China blacks, and there are practically no China greens offering, these teas having gone out of first hands. Mail advices from London under date of February 12 state that at the public sales Indian and Ceylon teas had continued to meet with good support, and that privately there was still a fair demand for some of the China Congous. "The stock of blackleaf Congous," says one report, "have been picked over a good deal, until good, pure liquoring teas, which have not been plentiful at any time this season, have almost disappeared." Local wholesalers are experiencing a good demand from the retailers ; rather better, in fact, than a week or two ago. The demand for tea on this account is, in fact, one of the features of the wholesale grocery trade. Ruling prices on the Toronto market to retailers are : Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades ; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades ; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades ; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Currants continue to occupy a strong position and advices from Patras state that stocks there have been reduced to about 22,000 tons, while prices are advancing almost daily. We quote : Provincials, 4¼ to 4⅜c. in bbls.; fine Filiatras, in bbls., 4⅜ to 4½c.; do , half-bbls., 4⅜ to 4½c.; Patras, 5 to 5⅛c. in bbls., 5 to 5⅛c. in half-bbls., and 5 to 5½c. in cases; Vostizzas, cases, 7 to 8½c.

Valencia raisins are quiet and unchanged. We quote : Off-stalk, 5 to 5¼c. ; fine off-stalk, 5¾ to 6c. ; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are neglected. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Malaga raisins are only receiving moderate attention. We quote: Dehesa clusters, $3 to $4 ; Non Plus Ultra, $5 to $5.50 ; Imperial bunches, $4.50 to $5 ; Imperial Russian clusters, $4.50 to $5.

Figs continue dull. Wholesale quotations are : 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¾ to 4½c. ; natural, 4½c. in bags, and 7c. in boxes.

Dates continue quiet. We quote : 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

California evaporated prunes are in light demand with prices unchanged. We quote: Peaches, 7 to 10½c. per lb., according to quality ; apricots, 6½ to 15c. ; pears, 5½ to 10½c. ; egg plums, 5½ to 11c. ; silver prunes, 8½ to 13½c.

Prunes are unchanged with a little better demand, although the volume of business is still light. We quote : Bosnias, U's (110

BUTTER, EGGS & POULTRY

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TEAS

Ceylons, Indians, China Blacks, Japans. From direct importers and shippers.

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Successor to W. F. Henderson & Co.

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PORK PACKER, Etc., Etc.

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AND

American Hogs' Casings

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Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

BITTER **ORANGES**

For Marmalade.

LEMONS

For "La Grippe"

CLEMES BROS., - Toronto

51 Front Street East.

to 113 half kilo), 6 to 6½c. ; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb. ; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 11½ to 12½c.

GREEN FRUIT.

The feature of the orange market is a quickened demand for Valencia oranges, and several orders were cabled to Liverpool on Monday. Prices in this kind of orange are firmer. While the demand for Valencias has improved, it is still California oranges which are being the most sought after. Lemons are in much the same position as oranges, the demand being better and prices firmer. There is also an increased demand for bananas at slightly higher prices. Onions are dearer. We quote : Oranges—Valencias, ordinary, 420's, $3.50 to $4 per case ; large 420's, $5.50 to $6 ; 714's, $4 to $4.50 per case. California navels, $3.50 to $4. Lemons—Messinas, $2.25 to $2.50 per box for fancy, and $1.75 to $2 for choice ; cocoanuts, $3.75 a sack and 60c. per doz.; apples, 75c. per bbl. for greenings and Baldwins, and $1.25 to $1.50 for Spies ; onions, $1.25 per 80 lb. bag for Danvers ; cranberries, Cape Cod, $5 to $7 per bbl. and $2.50 per case; Canadian cranberries, $4 to $5 per bbl. ; bananas, $1.25 to $1.75.

BUTTER AND CHEESE.

BUTTER—The position of the butter market is much about the same as it was a week ago. There is still a great deal of inferior dairy butter coming forward, and comparatively little of first-class quality. There is a good demand for choice butter. Barrel and case lots of fairly good dairy large rolls are changing hands at 12c. We quote : Dairy butter—Tubs, 11 to 12c. for good to choice ; low-grade to medium, 7 to 8c.; pails and crocks, 11 to 12c.; large rolls, 12 to 13c. for good to choice, and 8 to 9c. for low-grade to medium ; pound prints, 13 to 14c. Creamery—Tubs, 19 to 20c.; 1-lb. blocks, 20 to 21c., according to make.

CHEESE—The conditions are the same as a week ago, with quotations on late makes ranging from 11½ to 12½c.

COUNTRY PRODUCE.

BEANS—Business in this commodity appears to be getting worse rather than better. Common beans are quoted at from 40 to 50c., and hand-picked at 65 to 70c.

DRIED APPLES—The market keeps dull. Buyers' ideas for choice stock are 2½c. f.o.b. at outside points, and jobbers are

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CUT TOBACCOS . . . .

OLD CHUM.

SEAL OF NORTH CAROLINA.

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Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

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Samples and particulars on app cation. Wholesale supplied only.

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Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

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JAPAN JAVA

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We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons Biscuit Manufacturers **Owen Sound.**

quoting 2½ to 3½c. for choice to fancy stock.

EVAPORATED APPLES—Some enquiries have been received during the last few days from the Coast for choice fruit, and although a good many samples are offering the quality as a rule is poor and not suitable. The ruling wholesale price for choice fruits is from 4 to 4½c.

EGGS—While the demand is fair, supplies are heavy and prices easier. Receipts of fresh eggs, so far this month, are heavier than usual. Fresh are quoted at from 13½ to 14c., and pickled at 9 to 10.

POULTRY—There is a demand for chickens, but turkeys are not wanted. Ducks are scarce. We quote: Chickens, 30 to 50c. per pair; turkeys, 8 to 9c.; geese, 6 to 7c.; ducks, 50 to 70c.

POTATOES—Dull and easier. The idea for carload lots on track is 20 to 21c., and out of store, 30c.

MAPLE SYRUP—A little more business is being done, an effort being made to clean up old stocks before the new syrup comes in. Jobbers quote 75c. per gallon.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN — Receipts of grain are fair with prices lower. We quote as follows: Wheat, 76c. for white and 75c. for red, and 63c. for goose; oats, 21 to 22½c.; peas, 40½c.

FLOUR — Dull and much as before. We quote in carloads on track, Toronto: Manitoba patents, $5.05; Manitoba strong bakers', $4.65; Ontario patents, $4.40 to $4.75; straight roller, $3.75 to $4, Toronto freights.

BREAKFAST FOODS — Business is dull and prices easy. We quote: Standard oatmeal and rolled oats, $2.90 in bags and $3 in bbls.; rolled wheat, $2.60 in 100-lb. bbls.; cornmeal, $2.40 to $2.50; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH AND OYSTERS.

There is a good deal of fish selling, but the demand is not as brisk as the trade would like to see it. We quote: White fish, 6c.; ditto in kegs, $4.50; trout, 5½c.; ditto in kegs, $4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.25 to $2.50 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, $1 per 100; fresh water herring (heads off), $2.50 per keg; smelts, 6 to 9c. Oysters are quoted at $1.25 for standards, and $1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

Packers' stocks of long clear and light meats are much lighter than they were a year ago and higher prices are looked for. The demand is improving, but business is opening up later than usual. Deliveries of dressed hogs have been light. Packers are paying $4.50 for heavy weights and $5 to $5.50 for light weights.

DRY SALTED MEATS—Long clear bacon, 5¼ to 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9 to 9½c.; medium, 15 to 20 lbs., 10c.; small hams, 10½c.; backs, 9½c.; shoulder hams, 6½c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6c.; tubs, 6¼c.; pails, 6½c.

BARREL PORK—Canadian heavy mess, $12; Canadian short-cut, $12 to $12.50; clear shoulder mess, $10.

SALT.

Business is quiet and prices as before. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Sellers, according to the views of buyers, are holding alsike at higher prices than the condition of the market warrants. Values are nominally $3 to $4 per bushel f.o.b. at outside points for good to choice, while lower grades would be no temptation except at lower prices. Timothy is moving in small quantities only. Machine-threshed is quoted at $1 25 to $1.40 at outside points and bright unhulled at $1.75 to $2. Red clover is quoted at $4.40 to $4.80 for prime to choice. There is a great deal of inferior being offered, some of which is unmerchantable.

PETROLEUM.

Trade is fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7⅜ to 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5 to 6c. for No. 2. Sheep and lambskins, 90c. to $1.

WOOL—The market is dull and featureless. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

Sugar is ⅛c. per lb. dearer.

Cloves are ¼c. per lb. higher.

Both lemons and oranges are firmer.

Graham, McLean & Co., produce and commission merchants, 77 Colborne street,

WE ARE *PAYING CASH* FOR **DRIED APPLES**

W. B. BAYLEY & CO.
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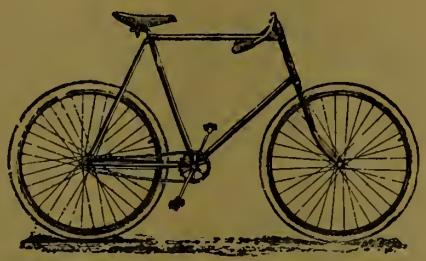
WE ARE AT IT AGAIN !!!

LAST YEAR

we sold hundreds of our customers a Bicycle with a bill of Pure Ground Spices, and all were delighted.



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we can sell you a better Wheel than ever in the same manner.

Goods and Wheel Guaranteed.

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THE TORONTO COFFEE & SPICE CO. LT'D.

H.H. SUYDAM, PRES. J.D. ROBERTS, VICE-PRES. J.A. WATSON, SEC.

Toronto, are dissolving. Mr. Chas. J. Graham retires and Mr. J. A. McLean will continue the business.

Two hundred bags of low-grade Rio coffee were sold this week by a Toronto house for shipment to Winnipeg.

Mail advices from Hancock & Wood, of Patras, to P. L. Mason & Co., Toronto, state the stocks of currants in Greece have been reduced to about 22,000 tons.

QUEBEC MARKETS.

MONTREAL, FEB. 25, 1897.

GROCERIES.

THE movement in groceries shows some improvement this week. In the first place sugar has picked up a trifle as a result of the advance in refiners' prices from its previous deadly dullness. Demand for tea from jobbers continues fair. They are still disposed to gather in any good lot offering, and they report that the demand from retailers this week has picked up, leading to a somewhat better distributing movement. In syrups and molasses business is quiet and values on the latter staple are rather unsettled. Canned vegetable staples, such as peas, corn and tomatoes, have been fairly well enquired for, and prices on all three are firmly held. Canned fish have also looked up a bit, while business in fresh and pickled fish of all kinds has exhibited genuine activity.

SUGAR.

The advance in price decided upon by the refiners last Thursday has induced a rather better enquiry for sugar this week from both first and second hands, though the aggregate volume of business is still moderate. Jobbers have not materially altered their range as yet, but with granulated costing 4c. at the refinery, and the very lowest grade yellows 3¼c., they can hardly sell for their former inside figures. Accordingly we quote : Granulated, 4⅛ to 4¼c., and yellows, 3⅜ to 3⅞c., as to grade in a jobbing way. Advices continue firm from New York, and prices are strongly held there, while cable news from abroad is much of the same tenor as it was last week.

SYRUPS.

Business in syrups continues quiet, and the market is without new feature. At the factory 1⅜ to 1⅞c. per pound nett is asked, but we quote in a jobbing way 1⅜ to 2¼c. as to grade and quantity.

MOLASSES.

Demand for molasses is dull, and, owing to the low offers that have been made and the decline in prices at the islands, values here are somewhat unsettled. However, holders of prime Barbadoes protest that they are not sellers under 28c., but in a jobbing way we quote values at 30 to 31c.

RICE.

Demand for rice is limited and the market is entirely without change. We quote : Crystal Japan, $5 to $5.25; standard B., $3.50; Patna, $4.50 to $5.25; Carolina, $6.75 to $7.75 ; choice Bermuda, $4, and Java kinds, $4.25.

SPICES.

The spice market continues firm in sympathy with strong primary advices. We quote as follows : Pure black pepper, 8 to 10c. ; pure white, 12 to 15c. ; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

The coffee market is quiet and prices are unchanged on the few transactions passing. We quote : Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

There has been a good demand for tea from first hands, jobbers being buyers of any good offerings. Demand from retailers is also picking up, more business in a distributing way being noted this week than last. We quote: Young Hysons, 13 to 18c. for low

grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There is no change in Valencia raisins. Jobbers carry light stocks of these and are firm holders of what they have got. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

California raisins are in moderate supply also and prices are steadily held as follows: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

There is no change in Sultana raisins, which move very quietly at 7 to 12c.

Currants are firmly held abroad, and there is no change in spot prices. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c. cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

The prune market is unchanged. There is some speculation regarding repacked California stock and how they will turn out, several lots being on the way here. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

The fig market is steady and unchanged at 7 to 10c.

Dates range from 5½ to 6c., as to grade and quantity.

Evaporated fruits are unchanged. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

NUTS.

A quiet trade in nuts is reported at former prices. We quote: Valencia shelled almonds, 18 to 19c.; Tarragona almonds, 10 to 10½c.; filberts, 9 to 9½c.; pecans, 8 to 12c.; peanuts, 7 to 9c.; Grenoble walnuts, 11 to 12½c.; shelled walnuts, 18 to 20c.; shelled peanuts, 9 to 10c.; cocoanuts, $5 per 100.

CANNED GOODS.

There has been a fair enquiry for canned tomatoes, corn and peas, and enquiry for fish is commencing to pick up a trifle also, more especially on Ontario account. We quote as follows: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $2.75 to $3 for 3's, $1.75 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

Seasonable weather and the near approach of Lent have given a certain stimulus to the fish trade this week and demand both from country and city buyers shows decided improvement. With good seasonable weather the trade expect to find no difficulty in working off supplies of fresh fish, although receipts are large, especially of Manitoba white fish. In pickled fish the leading feature has been the weak feeling in B. C. salmon, No. 2 green cod and No. 1 green haddock, prices declining from 25 to 50c. per bbl. On the other hand supplies of No. 1 green cod are tight and values are firmer with sales at $5.50. We quote, in a jobbing way: Labrador salmon, small, $12.50 to $13; B.C. salmon, $12; No. 1 green cod, large, $5.50; No. 1, $4.75 to $5; No. 2, $3.10 to $3.25; No. 1 green haddock, $3.10 to $3.25; No. 1 N.S. herrings, $3.75 to $4, and No. 1 lake trout, $3.60 to $3.75; No. 2 mackerel, $11.

The only change in fresh fish has been a decline of ½c. per lb. in the price of Manitoba pike, white fish and trout, under very free receipts. We quote as follows: Haddock and cod at 3 to 3¼c.; steak cod, 3½ to 4c.; smelts, 3 to 5c.; salmon, 11 to 12c.; Manitoba pike, 3½ to 4c.; dore, 5 to 5½c.; white fish, 5½c., fresh herrings, 90c. per 100.

Business in smoked fish is moderate and prices are unchanged. We quote: Yarmouth and bay bloaters, 85c. to $1 per box; kippered herrings $1.00 to 1.25 and smoked herrings 10 to 12c. per box.

The new and sole feature in dried fish is a decline of 10 to 25c. per 100 lbs. in skinless cod. Demand for all lines is quiet. We quote: Cod, $3.75 to $4 per cwt.; pollock, $1.65 to $1.75 per 100 lbs.; skinless cod, $5 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb.

Notice to Exporters

A leading firm of Provision and General Merchants in England with one of the largest and safest connections in the United Kingdom, having several branches at home and abroad, and also doing a considerable export trade, is open to act as brokers and agents for first-class manufacturer, packer or shipper of Canadian produce.

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Are offering their usual large variety of

Fresh Frozen Fish

FRESH AND SALT WATER

Ask for Quotation

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The Big Demand

— FOR —

GOLDEN HADDIES

is very encouraging, and proves that

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Don't make a mistake

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In full pound cans. Every one guaranteed.

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MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

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118 Commercial St.,

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D. H. RENNOLDSON,

Agent in Montreal.

TRADE
BEARDSLEY'S SHREDDED CODFISH
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Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

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J. W. BEARDSLEY'S SONS, New York, U.S.A.

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must be good, safe and profitable enough for every Grocer to handle.

COTTAMS BIRD SEED

occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

APPLES
FOR EXPORT.

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GENERAL .. **FRUIT**
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Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

CHEESE.

The English markets have been advancing for some days and Cheese will be higher. We have:

CHOICE FALL MADE
LARGE SIZE CHEESE
TWIN CHEESE
STILTON CHEESE
"STAR" CREAM CHEESE
"PEPSIN" CREAM CHEESE
"MEADOW SWEET" CHEESE

Write for quotations.

F. W. Fearman
HAMILTON
HAMS, BACON, LARD.

GREEN FRUIT.

There has been a quiet jobbing trade in green fruit. In oranges, receipts of California, Valencia and Jamaica stock have eased off prices a trifle. Otherwise there is no important change. We quote: California oranges, $4 to $4.25 per box; Florida oranges, $5 to $5.50 per box; Valencia oranges, $3.50 to $3.75 per box; lemons, $1.75 to $2.50 per box, and $5 per chest; cranberries, $1 to $5 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, $7.50 to $8; bananas, $2 to $2.50; pineapples, 10 to 35c. each.

APPLES.

There is no change in apples. No. 1 stock sells at $2 and inferior grades down to 50c.

DRIED APPLES.

The dried apple market continues much as it was last week. We quote dried 3 to 3¼c.. and evaporated, 4c.

COUNTRY PRODUCE.

EGGS—Owing to the small receipts of new laid eggs for the past few days, and the scarcity of stock on spot, the market Tuesday showed considerable strength, and prices closed at an advance of 2c. per dozen, with sales at 17 to 18c.; but other grades of limed and held stock were plentiful and not wanted by the retail trade at present. We quote: New laid, 17 to 18c.; Montreal limed, 10½ to 11c.; and western limed and held fresh, 8 to 10c. per dozen.

POULTRY—There continues a good enquiry for fresh killed turkeys and ducks, of which the receipts are small, and prices are firm in consequence. We quote: Turkeys, 9 to 10c.; ducks, 8 to 8½c.; chickens, 7 to 7½c., and geese, 6 to 7c. per lb.

BEANS—The demand for beans was slow and the market is dull, with car lots offering at 70c., and in a jobbing way at 80 to 85c.

POTATOES—The potato market was quiet and unchanged at 35 to 40c. per bag in car lots, and at 45 to 50c. in a jobbing way.

ONIONS—Canadian red onions are steady at $1.75 to $2, and yellow, $2 to $2.25.

HONEY—Quiet at 11 to 11½c. for fancy lots of comb in small cases, and 8 to 10c. otherwise.

Why not sell your customers the best?
One trial will convince you that
BROCK'S BIRD SEED
is the cleanest, best and most nutritious seed in the market. All wholesalers.
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

SOMETHING CHOICE
SPRING CHICKEN MACKEREL
In 5-lb. pails.

The WM. RYAN CO. Ltd.
70 & 72 Front St., East
TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

HAM AND EGGS
NOTHING NICER, if you eat "MAPLE LEAF" Brand HAMS or BREAKFAST BACON.
We have the eggs too—fresh, new-laid stock every day.

D. GUNN, BROS. & CO.
PORK PACKERS,
TORONTO

ORANGES
Special Fancy California Washington Navels. Fancy New Valencias.
Fancy Messina Lemons,
Malaga Grapes, New Nuts,
Figs and Dates. . . .
HUGH WALKER & SON
GUELPH, ONT.

PROVISIONS.

Business in provisions continues principally of a small jobbing character, and the market is quiet and without any change. We quote: New packed Canadian pork, $11 to $12; old at $10 to $10.50 per bbl.; pure Canadian lard, in pails, at 5½ to 6c., and compound refined at 4½c. per lb.; hams, 9 to 11c., and bacon, 8½ to 9½c. per lb.

Owing to the continued light receipts of fresh killed light hogs the tone of the market is strong, and prices have scored a further advance of of 25c. per 100 lbs., while heavy, in sympathy with the above, have also improved 10c. per 100 lbs. The demand was good, and sales of car lots of light were made at $5.50 to $5.75 per 100 lbs., and in a small way at $6 to $6.25. Heavy in car lots sold at $4.50 to $4.60, and in a jobbing way at $4.75 to $5.

FLOUR, MEAL AND FEED.

There was a slight improvement in the local demand for flour, and a moderate amount of business was done at steady prices. We quote: Winter wheat patents $4.45 to $4.70; straight rollers, $4.20 to $4.30; and in bags, $2.10 to $2.15. Manitoba spring wheat patents, $4.90 to $5.05; and strong bakers', $4.25 to $4.75.

The tone of the feed market was firm under a good demand for bran from both Ontario and local buyers, and an active business is reported at $11 per ton for Manitoba, including bags, and Ontario at $12 per ton in bulk.

The oatmeal market was quiet and prices show no further change, rolled oats offering at $3.10 to $3.20 per barrel, and at $1.50 to $1.55 per bag.

HAY.

There was no change in hay during the week, business ruling quiet and prices, as last quoted, at $9.50 for No. 1 and $8 to $8.25 for No. 2 in car lots on track.

CHEESE AND BUTTER.

Receipts of butter continue fair and demand slow. Creamery rules easy under the dull enquiry at 18c. to 19c., and western roll dairy is in excess of demand at 11 to 13c.

The cheese market was quiet and unchanged. There was no change in the cable and little in the news from the country.

The exports of cheese for the week were: 6,512 to Liverpool, 20,026 to London and 2,565 to Bristol. The exports of butter were: 814 to Liverpool, 528 to London and 98 to Bristol; a total of 29,103 cheese and 1,430 butter.

MONTREAL NOTES.

Large receipts of Manitoba whitefish, pike, etc., have induced a decline of ½c. per lb.

The first large receipts of No. 2 mackerel came to hand this week. They are offering at $11 per barrel.

Low-priced green fruit renders it almost impossible to turn over stocks of dried and evaporated apples this season.

Stocks of No. 1 large green cod are very light on spot, and 50c. advance was obtained in one or two cases this week.

Holders of B.C. salmon, No. 2 green cod, and No. 1 green haddock, have shaded prices 30 to 50c. per barrel.

The refiners' prices on both granulated and yellow sugar were advanced ½c. per pound last Thursday here, and are held firm at the advance.

The latest f.o.b. price at the islands asked on new crop Barbadoes molasses was 15c., but the trade here are not disposed to contract early this spring, and we hear of little business being done.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Feb. 25, 1897.

THE past week has been a rather quiet one, with collections slow. Sugar has received some attention. The importations of tea, which have been so large, have consisted chiefly of the lower-priced Chinas, which, outside of the expected duty, are considered good value at the present low prices, and further, do not deteriorate with holding, as do the finer grades. The tendency of the demand in the tea trade can be seen in the quantity of blends imported. Spices still show firmness, holding the advance of last week. Our dealers have been discouraged about beans. The market seems to have no bottom, and quite large stocks are held at much higher prices than at present ruling. Western dealers seem more anxious to sell pea beans than mediums.

OIL—While there is no change in the price of burning oil a rather better demand is noted, as the winter stocks held by outside dealers begin to fail to meet demand. They, however, buy but in limited quantities, looking for lower prices as a result of a reduction in duty. In lubricating oil, orders for spring delivery are now being taken freely. Values are held firm. We quote: Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c.; prime, 16 to 17c.

SALT — Quite a quantity of Liverpool coarse salt arrived this week, the vessel spoken of by THE GROCER as due having arrived. She had on board about 6,000 sacks coarse salt. The market is a dull one, and values rule low. There is now quite a large stock held here, and what makes trade more quiet is that outside points have been largely supplied. Demand for Canadian fine, which is large here during the season, is showing the regular spring improvement. We quote: Coarse, 45 to 50c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz.

CANNED GOODS.—There is but a fair demand. The market in the west continues to show firmness in peas and tomatoes. Peaches have been advanced about 20 cents, but there has not as yet been a corresponding advance here. No doubt, with the opening of spring business the higher prices will come. Some lower priced salmon are now in this market. They are considered good value, but the better grade is preferred. New lobsters are now offered. Price is high, and the prospects are they will so rule. Packers say they can get better prices by shipping to New York. We quote as follows: Corn, 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, $1.80 to $2; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.45 to $1.65; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.90 to $2; pineapple, $2.25 to $3; salmon, $1.30 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.25 to $1.30; clams, $5 for 4 doz; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—There is but a fair business. Apples are not keeping well, and the demand is light even at low prices. Many Nova Scotia shippers have apples to sell, particularly Bishop pippens, but it is late in the season and they get little encouragement to ship. Lemons show no change in price, and have but light sale. Valencia oranges are rather firmer and show better quality. Californias have a good sale. Floridas, owing to the high prices, have but limited sale. Cranberries are flat, and dealers are likely to lose money. Bananas are coming in looking better, but there is little sale. We quote: Messina lemons, $3 to $3.50; oranges, Valencia, $3.25 to $4; California oranges, $4.05 to $5; Florida oranges, $5.50 to $6; bananas, $1.75 to $2.25; apples, $1 to $1.50 per bbl.; cranberries, Cape Cod, $4 to $5.50 per bbl.; bog cranberries, native, $3 to $4.

DRIED FRUIT—There is little doing. Some seeded muscatels are now in the market in one-pound cartoons. These are splendid stock, and will likely prove popular, as the cleaned currants have. The

Soldering on the Outside

Of the can guarantees the safety of the consumer. The seam of the "KENT" Can is in the shape of two flat hooks dove-tailed together. It is done in such a manner that the solder has to be placed on the outside. No lead poisoning can result from using "KENT" Tomatoes. You are sure of getting the very best when you buy our brand. Price is not high either—not as high as the extra care put on them would warrant.

Agents . . .
Wright & Copp, Toronto.
Rose & Laflamme, Montreal.

THE KENT CANNING CO.
CHATHAM, ONT.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a ***good thing ?*** Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

They Equal Imported

Sell For Less | Bear More Profit

Put up in bottle or bulk.

Made by

T. A. LYTLE & CO.
Vinegar Manufacturers
Write for quotations. TORONTO

FISH

QUINTALS COD, very choice large Gaspe fish.

HERRINGS, No. 1 Labrador and Split Shore in barrels and ½ barrels.

F. W. HERRINGS, ½ barrels and 50-lb. kegs.

MACKEREL, 5-lb pails.

WARREN BROS. & CO.
85 and 87 Front St. East, Toronto.

"Kincora"

Ceylon Tea

Is never sold on consignment.

JOHN SLOAN & CO.
Wholesale Grocers
TORONTO

Holds the Record

"Excelsior Coffee"

As popular to-day as Twenty Years Ago. The most successful and reliable trade-winner to build up a profitable business with. Why should it be necessary to have your good trade experimented on with new brands having no reputation ?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

September ... Cheese

PERKINS, INCE & CO.
TORONTO.

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave

Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

cleaning of currants has brought much better fruit into the market than formerly. California prunes show better demand, but it is not large ; in fact, very few prunes are selling. Dates are light stock, and are held firm. Evaporated apples are low. Stock this season does not turn out well. Onions are held firm at the advance ; very light stock. What to do to move dried apples is a question holders are asking. We quote : Valencias, 5 to 6c. ; California L.M. 3-crown, 7½ to 7¾c.; London layers, $1.75 to $2 ; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 5c.; onions, $3; cocoanuts, $4 to $4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; Valencias, layers, 6½ to 7c. ; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8½ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR — Dealers are buying quite freely since the advance in prices. Everyone will be pleased when the question of duty is settled. There is no doubt the uncertainty has a very bad effect on business. We quote: Granulated, 4⅛ to 4¼c.; yellows, 3¼ to 3¾c. ; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES — The market is weak, the stock of old being too large for this season of the year, and the market at Barbadoes, even at this early stage, is down to the lowest point of last year. The outlook for new is low prices. New Orleans holds its price, and has a fair sale. Owing to some cheaper grades which have been imported, some prejudice has been formed against this molasses, but the better grades give satisfaction. Porto Rico is the favorite molasses here. Some Trinidad is offered low, but color is dark. New Barbadoes will be here in about three weeks. For the first arrivals a little extra price is expected. We quote : Barbadoes, 25 to 28c.; Porto Rico, 28 to 30c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

DAIRY PRODUCE—Butter is dull. Good, as usual, is difficult to get. Some Canadian large rolls are coming into the market at low figures. In eggs the market is easier. At this season they give good satisfaction, being fresh. Cheese are rather higher, but both demand and stock is light. We quote : Dairy tubs, 16 to 18c.; creamery, 20 to 21c.; prints, 21 to 22c.; eggs, 15 to 16c.; cheese, 10½ to 11c.

FISH — There is but little business, although as Lent is now near a better demand is expected. Some frozen cod and pollock arrived this week, and some small lots of frozen herring continue to arrive. There has not been, however, any large demand, western markets being low. Smoked haddies and bloaters also show over-supply and low prices west. Smoked herring are firmer. Stock here at present is light. While there may not be much advance, it is thought the market will keep firm. Pickled and dried fish have a fair, steady sale at even prices. Lobsters arriving are small. We quote : Large cod, $3.25 to $3.50 ; medium, $2.75 to $3; pollock, $1.15 to $1.25; bay herring, $1.30 to $1.35 per half-bbl.; smoked, new, 7 to 8c.; shad, half-bbl, $4.50 to $5.50 ; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box ; kippered, $1 per box; Barrington, $3.25 per bbl.; Shelburne, $3.50 per bbl. ; frozen herring, 65 to 70 per 100; smelt, 4 to 5c.; frozen cod, 2 to 2½c. per lb.; lobsters, 4 to 6c. each.

PROVISIONS—Lard is again lower. This has been an unsatisfactory article to dealers for some time, as they have had large stocks on a falling market. This is about the only line left in which the Ontario pork men find any large demand from here. Although they are beginning to sell some plate beef, they should sell more than they do. Smoked meats show little change. Demand is but fair. We quote: Clear pork, $12.50 to $13.50 ; mess pork, $12.50 to $13 ; plate beef, $12 to $13 ; hams, 10 to 12c.; rolls, 7 to 7½c.; pure lard, 7 to 8c.; compound, 6½ to 7½c.

FLOUR, FEED AND MEAL—In flour the

THE LATEST THING...

About **MacLaren's Imperial Cheese** is the new silver stand and holder which we have just designed. Our pots have always been praised for their neat design and dainty label, and housekeepers have never objected to placing them on the table just as they leave our hands.....

OUR NEW HOLDER

Not only facilitates handling the pot, but makes an exceptionally handsome appearance on any table. It is guaranteed quadruple plate, and is made in three sizes.....

Small Size, $12.00 per doz.
Medium " $15.00 "
Large " $18.00 " } F.O.B. Toronto.

A. F. MacLAREN & CO. - TORONTO.

Heinz's Pickles.

Heinz's Midgets are probably the daintiest gherkins anywhere obtainable. Being of only a few hours growth they are extremely crisp and tender, and take on a much finer flavor than it is possible to impart to older vegetables. They may be had either sweet or sour.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

market is rather lower. Oatmeal and oats are easy, particularly New Brunswick. Oats are freely offered and price rules low. Cornmeal is again lower. It seems as if there was no bottom to prices. Beans are rather easier. Mediums, which have been held higher than pea beans, are now about the same price. Stocks here are large, with little movement. Blue peas show a better demand in this market as they become better known. Very few, if any, prime beans are being sold here. We quote as follows: Manitoba flour, $5.40 to $5.50; best Ontario, $4.80 to $4.90; medium, $4.70 to $4.80; oatmeal, $3.25 to $3.30; cornmeal, $1.75 to $1.85; middlings, car lots, in bulk, $14 to $15; bran, do, do., $12.50 to $13.50; hand-picked beans, 90c. to $1; prime, 80 to 90c.; oats, 30 to 32c.; hay, $11 to $12; barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50; buckwheat meal, $1.20 to $1.25; grey, $1.75 to $2.00.

ST. JOHN NOTES.

John Murray, grocer, has assigned to Barry D. Bent.

The smelt season on P.E. Island has been extended to March 1.

Alex. Gibson gave $500 as Marysville's contribution to the Indian famine fund.

Some forty men are employed at Kouchibouguac, preparing spool wood to be shipped to Paisley, Scotland.

A carload of mackerel were this week shipped from the freezer of W. S. Loggie, at Kouchibouguac Beach, Kent County.

Geo. H. White, one of the oldest and most successful merchants in Sussex, with his two sons, will open a cash store in the new brick block he has just erected there.

C. & E. Macmichael have received a shipment of the "Owl" brand seeded muscatel raisins, packed by the Forsyth Seeded Raisins Co., Fresno, Cal. These goods are in 1-lb. cartoons.

St. John's new biscuit factory, the "Queen," starts next week. Mr. Boss, the manager, who comes from the United States, very generously donated $100 to the fund to procure a site for the new public library building.

THE GROCER would again call attention to the need of raising the legal limit of size of lobsters caught. In a lot of lobsters numbering about 2,150 there were 550 over 10½ inches, valued at $72, or about 13c. each, and 1,600 between 9 and 10½ inches, valued at only $32, or 2c. each. Now, with this great difference in value there is left no reason for this destruction of a valuable industry. Again, this season, the outlook is for a limited catch, even including the small ones, and if the same thing is continued the industry will soon prove a failure.

The winter export business continues large. The amount of grain shipped this season has been particularly heavy. So far 1,143 carloads have been forwarded, and at present there is in the elevator 160,000 bushels, and 334 cars on the way. It is said another elevator will be built to be ready for next year's business. The ss. Adria will load about the 24th for Bermuda. This is the second extra steamer to sail for the West Indies this winter, the regular steamers sailing once a month. In this line a very much larger business is expected next year, as the railways are to make their rates to St. John, for export to the West Indies, the same as to New York, and the steamers will quote the same rates from St. John as from New York.

WHO WILL SOLVE THE PROBLEM?

A correspondent writes from Newfoundland to Frank Magor & Co., Montreal, for information as to where he can apply for an agency for teas. In the course of his letter he says: "Dear sir, you ar a stranger to me, it may Be that you can tell me how to make money I want to no as I have non."

He might have been supplied with the names of tea firms open to send their wares to that country, but the firm referred to felt themselves so unable to cope with that part of the letter given above that they handed the letter to THE GROCER which is ever ready to lend its assistance in solving questions that are constantly cropping up in the course of a business day. As the editor-in-chief has been advised by his medical adviser not to attempt the solution of such questions, and as a reply from a John Burns would keep the tea agent too long in suspense the readers of THE GROCER when they have solved the question "How I have no money?" may have the writer's address in that country.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

LUCAS, STEELE & BRISTOL'S "Empire" brand of Ceylon tea in packages is put up in three grades—Pekoe Souchong, Flowery Pekoe and Golden Tipped Pekoe.

H. P. Eckardt & Co. have lobsters in ½-pound tins.

T. Kinnear & Co. are in receipt of a carload of Le Roy salt.

The Davidson & Hay, Ltd., quote special prices on fish for Lent trade.

Warren Bros. & Co. have received a shipment of mackerel in 5-lb. pails.

T. B. Escott & Co. are offering for a few days longer a lot of brooms bought at low prices.

John Sloan & Co. are in receipt of a shipment of Labrador and split herrings and codfish

The Davidson & Hay, Ltd., received shipments this week of sifted and first Young Hysons.

John Sloan & Co. have received into stock a shipment of New Orleans molasses in half-barrels.

The Davidson & Hay, Ltd., have in stock a full range of California prunes, which they offer at low prices.

T. B. Escott & Co. have a few hundred cases of 1896 pack corn, which they are offering at 45c. per dozen.

Robert Greig & Co. are shipping large quantities of their "Crown" flavoring extracts to Maritime houses this week.

"Pride of Asia" is the name of a high quality of tea in iron chests, to which T. B. Escott & Co. are drawing the attention of the trade.

Castor oil has advanced very much in price of late, but Robert Greig & Co. are still quoting very close figures and doing a heavy trade.

Shipments of Cottam's bird seed were delivered this week to Hudon, Hebert & Cie., Chaput, Fils & Cie. and Caverhill, Hughes & Co., Montreal

Some choice Darjeeling teas are showing by Lucas, Steele & Bristol. The firm reports that it also has excellent liquoring Indians at 16 to 18 cents.

Buchanan's Glasgow jams and marmalade, made from new season's fruits, are now in stock with Robert Greig & Co., as is also a full range of candied peels.

A large shipment of Southwell's new season's orange marmalade has just come to hand. Write Frank Magor & Co., Montreal, the Canadian agents. The enquiry for these goods is steadily increasing.

Robinson's patent barley and Robinson's patent groats are now carried regularly by all grocers throughout Canada. The agents, Frank Magor & Co., Montreal, will mail a large free tin to any reader of THE GROCER.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

T. B. ESCOTT & CO.: "'Lion' baking powder is having a good sale at the low prices we are offering."

The sale of "Ludella" Ceylon tea is reported to be steadily increasing.

H. P. Eckardt & Co. report having a big sale of California evaporated fruit.

"We find a large increase in outside orders for 'Kurma' tea," report Davidson & Hay, Ltd., wholesale agents for this tea.

T. A. Lytle & Co.: "We are recognized as makers of first-class marmalade, and find trade in that line better this season than ever."

Lorimier's Worcestershire sauce is having a big sale. Robert Greig & Co., the wholesale agents, report very heavy bookings for early shipment.

"Circle" brand tea is packed black and mixed. This brand is registered, and Lucas, Steele & Bristol have the sole right to offer it for sale.

Mackay's "Kola-cafe," the essence of coffee and kolanut, has sprung rapidly into popular favor. Robert Greig & Co., the Canadian agents, report good sales in both sizes.

W. H. Gillard & Co. are meeting with much success in the sale of their standard black teas. These teas are put up in air-tight, metal-lined cases, (patented), and the aroma and freshness are retained until the last pound is sold. Mr. John Mouat, their Northwest representative, states that these teas are specially adapted to the alkaline waters of the Northwest.

SUGAR STATISTICS.

This week's summary of the statistical position of sugar as made up by Willett & Gray shows stocks in the United States and Cuba together of 318,643 tons, against 302,065 tons last week and 175,882 tons last year; a plus of 132,761 tons over last year. Stocks in Europe, 2,675,400 tons, against 2,666,800 tons last week, and 2,435,700 tons last year. Total stocks of Europe and America, 2,994,043 tons, against 2,968,865 tons last week, and 2,611,582 tons last year at the same uneven dates. The excess of stock is now 382,461 tons, against an excess of 298,606 tons last week, and a deficiency of 6,733 tons December 31, 1896. Afloats to the United States include shipment of 2,800 tons this week from Hamburg and Bremen. Freight room has been engaged for 5,200 tons. Shipments include no tons refined. The six principal ports of Cuba by cable for week: Receipts, 6,586 tons; exports, 3,250 tons; stock, 38,196 tons, against 35,660 tons last week and 48,830 tons last year. Total stock, in all the principal countries, 2,990,043 tons, against 2,611,582 tons at same uneven dates last year, and 2,609,106 tons at the even date of January 1 last year. Afloats to the United States from all countries estimated, 65,000 tons, against 75,000 tons last year.

MANITOBA'S DAIRY INTERESTS.

THE following is an extract from the annual report of the directors of the Manitoba Dairy Association which was in session in Winnipeg on the 16th inst.:

"The increase of dairying through the year has been almost phenomenal. It is estimated from reliable sources that 776,000 pounds of creamery butter were sold out of the province at an average price of 16.4c. per pound, giving total receipts for butter of $127,264. It is also estimated from the same source that 886,000 pounds of cheese were made which sold at an average of 7c. per pound, making a total of $62,007, making a grand total of $189,284 for dairy produce. This estimate is, if anything, below the actual amount manufactured. The increase in the value of the output for creamery butter alone is $41,612.

"The rapid development of the mining regions of Western Ontario, as well as those of British Columbia, is an intimation to the Manitoba farmer to be up and doing. This country must have supplies and Manitoba is the nearest point from which to obtain them. Everything the farmers can raise is needed. There can be no doubt of the extent of this market or the fact that it will last as long as the mines, as there is no possibility of keeping cows down there unless they can be taught to live on rock.' The directors would recommend that the association take into earnest consideration the manufacture of this article. Somebody is going to have this market and why not Manitoba. Then there is a market for pigs, beef, mutton, flour, oatmeal, eggs, and in fact everything that is raised on the farm. Even hay has to be imported to these districts."

RETURNED
Feb 16/99
J.M.A.

The Cradle Churn

**is A Great Labor Saver
Quick Butter Producer
Sure Profit Maker**

Spring trade is opening. There is much to lose by waiting and everything to gain by acting wisely and promptly—act now. The Cradle Churn is the result of years of study.

It is the progressive dealer's churn. Progressive butter makers will use no other. It has all the strong points of other churns and absolutely none of their weaknesses.

It cannot possibly leak because the bottom and ends are made from one piece of wood, bent to the shape you see in the drawing. The cream is tossed about in four motions—from side to side and top to bottom of the churn.

No other churn secures such perfect action or is so thorough in its mixing. And the cover allows free circulation of air in the cream when churning. Cradle and churn are fastened together in one piece. It is easy to operate—moving the handles eight inches either way is all that's necessary. Easy to clean—too. It has taken first prizes where nothing but practical results decided the question.

Chas. Boeckh & Sons, Mfrs.

Brushes, Brooms, Woodenware.
Montreal Branch: 1 and 3 DeBresoles St.

80 York Street, Toronto.
Established 1856.

WINNIPEG MARKETS.

WINNIPEG, Feb. 25, 1897.

THINGS in Winnipeg are very little changed from last week. A heavy snow storm on Thursday and Friday has considerably blockaded local trade.

Though not strictly under the head of groceries, the following facts from the annual report of the directers of the Provincial Dairy Association may prove of interest to dealers in the perishable commodities, butter and cheese, we quote : "It is estimated from reliable sources that 776,000 pounds of creamery butter were manufactured and sold from this province last season, at an average price of 16.4c. per lb., giving as the total receipts for butter $127,264. It is also estimated that 886,000 lbs. of cheese were sold, at an average price of 7c. per lb., giving a total of $62,007. A grand total of $189,284 for dairy produce. This estimate is, if anything, below the actual amount manufactured. The increase in the value of the output of creamery butter over that of last year is $41,612." Two points touched upon at some length in the deliberations of this body were the necessity of increasing of pig raising on the by-products of the creameries and the possibilities of manufacturing condensed milk. No definite action was taken upon the latter question, though the multiplication of mining camps both west and east is increasing the demand for this article.

SUGAR—Advanced ⅛c. per pound last Friday, and this is the only change for the week.

CANNED GOODS—Stocks are large and well assorted ; prices same as last week : Tomatoes, best brands, $1.80 ; do, good seconds, $1.70 ; peas, $1.75; corn, $1.50 ; beans, $1.75 ; strawberries, $3.70 ; raspberries, $3.20 ; pears, 3's, $4.75 ; do, 2's, do, $3.40 ; pineapple, imported, $4.50.

DRIED FRUITS—Movement slow. Valencia raisins still scarce. Currants, owing to the difficulty between Turkey and Greece, would seem to be increasing in value. Apples, evaporated and dried, are at a deadlock.

CALIFORNIA EVAPORATED FRUITS—Unchanged from last week. We quote as follows : Currants, 5 to 5½c per lb. ; Valencia raisins, fancy off-stalk, $2 ; do,, layers, $2.20 ; figs, cooking, in bags, 5½c. ; dates, Hallowi, 6¼c. ; apricots, 14c. ; prunes, four sizes, Bosnias, 6¾c. ; apples, evaporated, 5⅛c. ; apples, dried, 3½c. ; Sultana, 4-crown. 10c. ; California muscatels, 7½c.

TEA—A great deal of this article has been handled during the past month, but no change in the situation has occurred since last week.

COFFEE—No. 5 Rio, 16c. ; fancy Java, 29c. ; fancy Mocha, 29c. Santos and Maracaibos are not handled largely on this market.

PROVISIONS — Hams, 14 lb. size, 10c. ; breakfast bacon, bellies, 10c. ; do, backs, 9c. ; long clear dry salt, 6c. ; spiced roll, 6c.

SYRUP—Prices, 3c. per lb. in half-bbls. No change in this market.

CEREALS—Unchanged. Sacks of rolled oats, $1.65 ; granulated oatmeal, $1.90 ; standard do., $1.90 ; rolled wheat, $1.80 ; pot barley, $2 ; pearl do., $4 ; split peas, $2.

FISH—Fresh fish continues to pour into the market here. The prices of salt and dried fish are practically the same as last week. Cod fish, pure, in bricks, 6¾c. ; do. do. 5-lb. bricks, 6¾c. ; haddies, whole, 6c. ; Labrador herrings per ½-bbl., $3.35 ; bloaters, 100s., $1.10.

HALIFAX TRADE GOSSIP.

SUGAR is an article which is cutting some figure in Halifax to-day. The refinery's lowest quotations are : Granulated, 4c. ; extra Circle C, 3⅞c. ; Circle C, 3¼c. There is a better feeling among the trade, and stocks held by jobbers are evidently light, as the refinery is receiving large orders from them for immediate shipment. The refinery is suffering just now from a shortage of the raw material. The steamer State of Georgia, from Dantzic, with a cargo for the Halifax refinery, is missing. The steamer Stag, with a cargo from Stettin for the same company, is in dry dock at Copenhagan, and has discharged her cargo pending repairs. The steamer M. C. Hollen, from Dantzic, and steamer Carl Hecksher, from the same port, are en route here with cargoes. The Taymouth Castle last week brought 600 bags from the West Indies. The steamer Christiana, from Dantzic, is now discharging 2,850 tons here, and the ship Glooscap is discharging 90,000 bags East India sugar at the Dartmouth refinery. The steamer Silvia has arrived with a cargo from New York. The raw market is strong in all positions.

Cheese is 1c. per lb. higher than last week, business being done on a basis of 12c. Stocks are small and the market quiet.

Eggs are weaker on account of the large arrivals. The quotation to-day is about 15c. for choice Nova Scotia.

In butter Canadian prints have been fairly steady at 22c. Creamery in tubs is scarce at 20 to 21c. A fairly good quality of island butter is selling at 15c.

Molasses is moving very slowly, and dealers affirm their prices are below what new could be landed from either Porto Rico or Barbadoes. Quotations are : Porto Rico, 32 to 34c. ; Trinidad, 24 to 26c. ; Antigua, 24 to 26c.

A lot of fish continues to go forward to the West Indies. One steamer recently took 9,000 quintals to Porto Rico. There is a general demand for good grades of grocery cod and herring. Quotations are as follows : Dry cod from vessel, shore, prime, $2.50 to $3.50 ; small bank do, $2.50 to $2.75 ; bay do., $2 to $2.50; haddock, Cape Breton, $1.75 to $2; western do, $1.75 ; hake, $2.25 ; pollock, $1.50 ; herring, Bay of Islands, No. 1, $1.50; Labrador No. 1, $6; No. 2, $4 ; shore, No. 1, large, fat, $3.50 to $4 ; alewives, No. 1, $3.25; mackerel, No. 1, $15 ; No. 2, $13 ; No. 3, fat, $7 ; No. 3, large, $6 ; salmon, No. 1, $17.50; No. 2, $15.50; No. 3, large, $11 ; No. 3, small, $9.

Slightly higher prices have been obtained this week for barrelled beef, which is quoted as follows : Canadian plate, $11.25; American, $13 to $13.50. P.E.I. mess pork is quoted at $12 to $12.50, but the cash always takes the article at less money. Frozen lamb is quoted at 5c., and mutton at 5½c. Native fresh beef is worth about 7c. dressed, and Ontario, 5½c., for young steers and fat heifers, and fat cows at 5¾c. There is a large supply of the Ontario article and the demand is good. Dressed hogs are worth 5 to 5½c.

The poultry market is well supplied. Retailers are offering frozen Ontario turkeys at 10c., while native bring 12c. Canadian geese are worth about 8c. Chickens sell at

A.. Snap

132 dozen Crosse & Blackwell's 1-lb. Pots MARMALADE

In casks of 12 dozen or in less quantity, no charge for packages.

NICE FRESH GOODS AT A VERY LOW PRICE.

L. CHAPUT, FILS & CIE.
... Montreal

60 to 80c. a pair, and dressed fowls at the same figure.

Potatoes are selling at 35c. in jobbing lots, and 32c. in bulk. The quality is poor for the price.

There is nothing doing in canned goods. The market is stagnant.

The flour market is stagnant. Stocks on hand are fairly large. The indications all point to a further decline. Quotations nominally are: Ogilvie's Hungarian patent and Five Roses, $5.35 to $5.50; Goldie's People's, Gilt Edge and other grades, $4.85 to $5.00; Stockwell and Jersey Lily, $4.70 to $4.80; Tillson's Obelisk, Beaver, Kent and Sunbeam, $4.50; 90 per cent. patents, $4.40; straight grades, $4.30; extras, $4. Local bakers have put up the price, which was low during all the time flour was high.

There is very little change in the green fruit market. The steamers Labrador and St. John City, and also the steamer Mongolian, brought consignments of oranges from England, chiefly Valencias, which are selling at $3.25 per box. Last month's arrivals are selling at $3. Owing to the improvement in the English markets, good stocks are selling here at $2 to $2.50 a barrel. Lemons are quoted at $2.25 to $3 per 300 count The supply of cranberries is limited. They are quoted at $5 to $6 per bbl.

W. J. McCleary, grocer, 199 Elizabeth street, Toronto, is offering his creditors 25c. on the dollar. The liabilities are $1,200 and assets $900.

AN ARTISTIC SHOPPER.

Careless students of commercial transactions are rashly apt to infer that all the business talent lies on one side—that of the salesman—but the initiated know that a very deep game is often played by the purchaser, says Louisville Courier-Journal. In a furniture store two young women were inspecting dressing tables.

"Oh, there it is!" exclaimed the brunette, with enthusiasm, hastening toward a pretty little oak table standing near.

"'Sh!" said the blonde. "You haven't any sense at all. Have you any dressing tables in oak?" she asked of the approaching salesman.

"We have only this oak table left," he politely answered.

"It is awfully low," she commented, "and I don't like the color of the wood."

The brunette girl looked troubled.

"Open the drawer," dictated the blonde.

"Oh, that's a dreadfully small drawer; it wouldn't hold anything. What's the price of this table?"

"Ten dollars," the salesman answered.

"Ten dollars! Dear me! Why, Isabel, we saw prettier ones than this for eight. It hasn't a very good polish, either. Haven't you any others at all? This is so low; and that drawer is so small."

The brunette looked more troubled.

"This is the last one we have in oak," the man again said.

"Haven't you any with different shaped legs?" she asked.

"This is the only one. As it is the last one, I'll see if I can let you have it at eight dollars."

The salesman walked off and the blonde turned to the brunette and said: "Goosey, cheer up. Isn't it a beauty? Just look at those lovely legs—and only eight dollars. You're a lucky girl."

Several large shipments of Ceylon, Congou and Young Hyson teas arrived this week for the Eby, Blain Co., Ltd.

Hudon, Hebert & Cie. are making special offers now on "Log Cabin" brand 2-lb. canned apples. Their price is 35c. per dozen.

The Eby, Blain Co., Ltd., report the arrival of a shipment of California evaporated peaches and apricots in bags, which they are offering at special prices this week.

Hudon, Hebert & Cie. are offering special value in A. Dufour & Cie.'s French prunes in 25-lb. boxes, and "Ostrich" brand Bosnian prunes in 55-lb. boxes. Prices and full particulars in advertising columns.

The Eby, Blain Co., Ltd., call attention to their bicycle scheme in connection with spices, which gave such general satisfaction last year. They are offering a lady's or gentleman's wheel this season, high grade, guaranteed satisfactory. Write for particulars.

The President-Elect of the United States.

What the President-Elect of the United States Thinks About Our Enterprise.

William McKinley addressed the Convention of The National Cash Register Company, at Dayton, O., October 22, 1895.

"It gives me great pleasure," he said, "to meet you here, and to congratulate you upon the splendid enterprise in which you are engaged.

"I have known The National Cash Register Company for many years. I have known the splendid progress of that industry in the past, and my only wish for you is that the business of this country from now on may be such that there will be a great demand for your cash registers, and that we will be able to register more cash than ever before in the transactions of this state and the country at large.

"What we want, no matter where we live and no matter in what occupation we may be engaged, is the highest prosperity possible for our country, and whatever will secure such prosperity, no matter what it may be."

We are proud of this indorsement by the president-elect of the United States, but we are prouder still of the indorsements of our company and of our registers by more than one hundred and twelve thousand retail merchants throughout the civilized world who have purchased registers from us and are now using them.

We have testimonials from thousands of these merchants, and to any retailer who desires we shall be glad to send copies of letters written by merchants in his line of business who reside in his immediate vicinity.

Send us your name, address, business, and number of clerks you employ. We will send you in return, free of charge, a handsomely-printed description of a cash register system used in stores like yours. Address Department P, The National Cash Register Company, Dayton, Ohio, U. S. A.

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !
Skilfully Blended ! !
Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

OUR . .

"VICTORIA" BRAND JAPAN TEA (Registered)

Is the best value ever offered on the market for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal

A FEW FIGURES, but they teach a lesson to every live grocer:

Imports of machine-made teas of **INDIA** and **CEYLON** into the United States

1892.....	3,208,655 lbs.	An **increase** in the last year of **72** %
1893.....	4,211,435 "	
1894.....	5,379,542 "	
1895.....	**9,283,144 lbs.**	

Use INDIA and CEYLON TEAS

THE EARLIEST MAPLE SUGAR.

IT does not appear that any record was made of aboriginal methods of tapping the maple and converting its sap into sugar, nor is the oldest maple old enough to tell us, though it had the gift of speech or sign-making intelligible to us. We can only guess that the primitive Algonquin laboriously inflicted a barbarous wound with his stone hatchet, and with a stone gouge cut a place for a spout, so far setting the fashion, which was long followed by white men, with only the difference that better tools made possible. Or we may guess that the Indian, taking a hint from his little red brother, Niquasese, the squirrel, who taps the smooth-barked branches, broke these off and caught the sap in suspended vessels of birch bark, than which no cleaner and sweeter receptacle could be imagined. Doubtless the boiling was done in earthen kokhs, or pots, some of which had a capacity of several gallons. According to Indian myths, it was taught by a heaven-sent instructor.

The true story of the discovery of maple sugar making is in the legend of Woksis, the mighty hunter, says a writer in The Chronicle. Going forth one morning to the chase, he bade Moqua, the squaw of his bosom, to have a choice cut of moose meat boiled for him when he should return, and, that she might be reminded of the time, he stuck a stake in the snow and made a straight mark out from it in the place where its shadow would then fall. She promised strict compliance, and as he departed she hewed off the desired tidbit with her sharpest stone knife and, filling her best kokh with clean snow for melting, hung it over the fire. Then she sat down on a bearskin and began embroidering a pair of moccasins with variously-dyed porcupine quills.

This was a labor of love, for the moccasins, of the finest deerskin, were for her lord. She became so absorbed in her work that the kokh was forgotten till the bark cord that suspended it was burned off and it spilled its contents on the fire with a startling, quenching, scattering explosion that filled the wigwam with steam and smoke. She lifted the overturned vessel from the embers and ashes by a stick thrust into its four-cornered mouth, and when it was cool enough to handle she repaired it with a new bail of bark, and the kokh was ready for service again. But the shadow of the stake had swung so far towards the mark that she knew there was not time to melt snow to boil the dinner.

Happily, she bethought her of the great maple behind the wigwam, tapped merely for the provision of a pleasant drink, but the sweet water might serve better purpose now. So she filled the kokh with sap and hung it over the mended fire. In spite of impatient watching it presently began to boil, whereupon she popped the ample ration of moose meat into it and set a cake of pounded corn to bake on the tilted slab before the fire. Then she resumed her embroidery, in which the sharp point of each thread supplied its own needle.

The work grew more and more interesting. The central figure, her husband's totem of the bear, was becoming so lifelike that it could easily be distinguished from the wolves, eagles and turtles of the other tribal clans. In imagination she already beheld the moccasins on the feet of her noble Woksis, now stealing in awful silence along the warpath, now on the neck of the fallen foe, now returning jubilant with triumph or fleeing homeward from defeat, to ease the shame of failure by kicking her, in which case she felt herself bearing, as ever, her useful part. So she dreamed and worked, stitch by stitch, while the hours passed unheeded, the shadow crept past the mark, the kokh boiled low, and the cake gave forth the smell of burning. Alas! the cake was a blackened crisp, and lo! the once juicy piece of meat was a shrivelled morsel in the midst of a gummy, dark brown substance.

She snatched kokh and cake from the fire, and then, hearing her husband coming, she ran and hid herself in the nearest thicket of evergreens, for she knew that when he found not wherewith to appease the rage of hunger he would be seized with a more terrible one against her. Listening a while with a quaking heart, and catching no alarming sound, but aware instead of an unaccountable silence, she ventured forth and peeped into the wigwam.

Woksis sat by the fire eating with his fingers from the kokh, while his face shone with an expression of supreme content and enjoyment. With wonder she watched him devour the last morsel, but her wonder was greater when she saw him deliberately break the earthen pot and lick the last vestige of spoiled cookery from the shards. She could not restrain a surprised cry, and discovering her, he addressed her:

"O, woman of women! Didst thou conceive this marvel of cookery, or has Klosekur-Beh been thy instructor?"

Being a woman, she had the wit to withhold the exact truth, but permitted him to believe whatever he would.

"Let me embrace thee," he cried, and upon his lips she tasted the first maple sugar.

The discovery was made public, and kokhs of sap were presently boiling in every wigwam. All were so anxious to get every atom of the precious sweet that they broke the kokhs and scraped the pieces, just as Woksis, the first sugar eater, had done. And that is why there are so many fragments of broken pottery and so few whole vessels to be found.

EPPS'S COCOA
The most nutritious Cocoa
1-4 lb. Tins. 14 lb. Boxes
EPPS'S COCOAINE
or COCOA-NIB EXTRACT.
A light, refreshing beverage.
1-4 lb. Tins. 6 lb. Boxes.
Special Agent, C. E. COLSON, MONTREAL

Smoked Hams
Smoked Rolls
Pure Lard
UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED
PARK, BLACKWELL & CO., Ltd.
Wholesale Pork Packers
TORONTO

Feathers! We Buy Them
All grades; Goose, Hen, Duck and Turkey; give the highest market price
AND PAY CASH
General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.
ALASKA FEATHER & DOWN CO.
290 Guy St., Montreal.

For . . . . .
10 cents
We will mail you a valuable little book on
BUYING SELLING AND HANDLING OF TEA
This is a complete and useful work, which every grocer should have in his possession.
The MacLean Publishing Co.
26 Front St. West, Toronto.

EDUCATE YOUR CUSTOMERS
TO USE PURE GOODS

IT Will Pay You.
Will Pay Your Customers.
Will Increase Your Business.

The Grocer who pushes cheap goods is hardly ever successful.

OUR "PURE GOLD" BRAND *of Flavoring Extracts is guaranteed of finest quality and true in flavor.*

ONE 25-CENT BOTTLE WILL GO FARTHER THAN HALF A DOZEN OF THE ORDINARY 10-CENT BOTTLES.

Vanilla beans have advanced 50 per cent. during the past few months. We may have to advance prices before long. In the meantime we will be pleased to have your orders through our agents or by mail, at our regular prices.

PURE GOLD MFG. CO., 31 AND 33 Front St. E., Toronto

POINTS FOR CLERKS.

GENIUS has been well defined as the infinite capacity for taking pains. If men who have done great things could only reveal to the struggling youth of to-day how much of their reputations was due to downright hard digging and plodding, what an uplift of inspiration and encouragement they would give. How often I have wished that the discouraged, struggling youth could know of the heart-aches, the head-aches, the nerve-aches, the disheartening trials, the discouraged hours, the fears and despair involved in works which have gained the admiration of the world, but which have taxed the utmost powers of their authors.

Fifty feet of Bunker Hill Monument is under ground; unseen and unappreciated by those who tread about that historic shaft, but it is this foundation, apparently thrown away, which enables it to stand upright, true to the plumb-line through all the tempests that lash its granite sides. A large part of every successful life must be spent in laying foundation stones under ground. Success is the child of drudgery and perseverance, and depends upon "knowing how long it takes to succeed." Havelock joined the army at 28, and for thirty-four years worked and waited for his opportunity; conscious of his power, "fretting as a subaltern while he saw drunkards and fools put above his head." But during all these years he was fitting himself to lead that marvelous march to Lucknow.

The industry that acquired riches, according to a wise teacher, the patience that is required in obtaining them, the reserved self-control, the measuring of values, the sympathy felt for fellow-toilers, the knowledge of what a dollar costs to the average man, the memory of it—all these things are preservative. But woe to the young farmer who hates farming; does not like sowing and repairing; is impatient with the dilatory and slow path to a small though secure fortune in the neighborhood where he was born, and comes to the city, hoping to become suddenly rich, thinking that he can break into the palace of wealth and rob it of its golden treasures!

Laziness begins in cobwebs and ends in iron chains. The more business a man has, the more he can do, for he learns to economize his time.

Edison described his repeated efforts to make the phonograph reproduce an aspirated sound, and added: "From eighteen to twenty hours a day for the last seven months I have worked on this single word, 'specia,' but the instrument responded 'pecia, pecia, pecia.' It was enough to drive one mad. But I held firm, and I have succeeded."

Horace Mann, the great author of the common school system of Massachusetts, was a remarkable example of that pluck and patience which can work and wait. His only inheritance was poverty and hard work. But he had an unquenchable thirst for knowledge and a determination to get on in the world. He braided straw to get money to buy books which his soul thirsted for.

The habit of seizing every bit of knowledge, no matter how insignificant it may seem at the time, every opportunity, every occasion, and grinding them all up into experience, cannot be overestimated. You will find use for all of it. Webster once repeated an anecdote with effect which he heard fourteen years before, and which he had not thought of in the meantime, It exactly fitted the occasion. "It is an ill mason that rejects any stone."

Alexander Hamilton said, "Men give me credit for genius. All the genius I have lies just in this: when I have a subject in hand I study it profoundly. Day and night it is before me. I explore it in all its bearings. My mind becomes pervaded with it. Then the effort which I make the people are pleased to call the fruit of genius; it is the fruit of labor and thought." The law of labor is equally binding on genius and mediocrity.

The road to distinction must be paved with years of self-denial and hard work.

Are the results so distant that you delay the preparation in the hope that fortuitous good luck may make it unnecessary? As well might the husbandman delay sowing his seed until the spring and summer are past and the ground hardened by the frosts of a rigorous winter. As well might one who is desirous of enjoying firm health inoculate his system with the seeds of disease, and expect at such time as he may see fit to recover from its effects, and banish the malady. Nelaton, the great surgeon, said that if he had four minutes in which to perform an operation on which a life depended, he would take one minute to consider how best to do it.

"I have been watching the careers of young men by the thousand in this busy city of New York for over thirty years," said Dr. Cuyler, "and I find that the chief difference between the successful and the failures lies in the single element of staying powers. Permanent success is oftener won by holding on than by sudden dash, however brilliant. The easily discouraged, who are pushed back by a straw, are all the time dropping to the rear—to perish or be carried along on the stretcher of charity. They who understand and practice Abraham Lincoln's homely maxim of 'pegging away' have achieved the solidest success."—Architects of Fate.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN KING, general merchant, Fort William, is offering to compromise at 40c. on the dollar, and a meeting of creditors has been called for the 1st prox.

J. Murray & Co., grocers, Amherst, N.S., have assigned.

Smith & Co., grocers, Windsor, N. S., have assigned.

J. Racette, general store, St. Julienne, Que., has assigned.

W. Knox, general merchant, Bridgeport, N.S., has assigned.

W. C. Ackerman, grocer, Picton, has assigned to R. Carson.

The general stock of John Trehas, Webbwood, has been seized.

Marion Yeats, dry goods and groceries, Millbrook, has assigned.

Pierre Douras, grocer, Ottawa, has assigned to T. M. McDermott.

W. A. Broddy, general merchant, Uxbridge, has obtained an extension.

F. P. Grenier, general merchant, Ancienne Lorette, Que., has assigned.

R. W. Mutchmore, merchant, Galt, has assigned to C. B. Armstrong, London.

The Huych Mercantile Co., Colborne, has compromised at 55c. on the dollar.

A. Liberman, general merchant, Yarmouth, N.S., is offering to compromise.

J. A. Vaillant, grocer, Montreal, is offering to compromise at 30c. on the dollar, cash.

Hubley, Teas & Co., grocers, Halifax, are offering to compromise at 20c. on the dollar.

A meeting of the creditors of John R. Andrews, general merchant, Marbleton, Que., has been called for 1st prox. to appoint a curator.

PARTNERSHIPS FORMED AND DISSOLVED.

N. Quesnel & Frere, grocers, Montreal, have dissolved.

Brodeur & Deschatelets, grocers, Montreal, have dissolved.

Snow & Williams, general merchants, Digby, N.S., have dissolved.

J. A. Perrault & Co., manufacturers of pickles and jams, Montreal, have dissolved.

Joseph Hamel, grocer, and Joseph Hamel, farmer, have registered a partnership to carry on business in Quebec as grocers under the style of Joseph Hamel & Co.

H. Dubuc and P. Dubuc have formed a partnership in Montreal to carry on business as grocers, under the style of Dubuc & Freres.

W. A. Kinney and L. D. Shaffer have registered a partnership to carry on business in Bridgetown as grocers, etc., under the style of Kinney & Shaffer.

E. A. Baldwin, W. K. Baldwin and C. T. Rogers, have formed a partnership to carry on business in Baldwin's Mills, Que., under the style of the Baldwin Condensed Milk Co.

SALES MADE AND PENDING.

Ellen B. Sewell, grocer, Strathroy, is advertising business for sale.

James Hill, general merchant, Ospringe, is advertising business for sale.

The assets of N. Lenure, grocer, Montreal, are to be sold on 26th inst.

The stock of J. & J. Straitch, general merchants, Teeswater, has been sold.

The stock of E. Lacroix, grocer, Montreal, has been sold at 30c. on the dollar.

The stock of Z. Lauriault, grocer, Montreal, has been sold at 37c. on the dollar.

The real estate of J. A. Bernardin, general merchant, Buckingham, has been sold.

J. Becaire, general merchant, Grande Freniere, Que., is offering business for sale.

The stock of the estate of B. McDonald, general merchant, Flesherton, has been sold.

The assets of W. J. Melrose, general merchant, Georgeville, Que., are to be sold on 2nd prox.

The stock of Mutchmore & Co., department store, Galt, is to be sold by auction on 3rd prox.

CHANGES.

A. Langlois is opening a general store in St. Alban, Que.

J. D. McLachlan has opened a grocery store in Montreal.

Mahler Bros., apple evaporators, Pickering, are giving up business.

W. Wilson, grocer, Thamesville, has been succeeded by M. A. Secord.

W. Bunker & Co., grocers, Montreal, have sold out to Thos. J. Thompson.

A. G. Frederick, general merchant, Alice, Ont., has removed to Pembroke.

W. B. Sweet, general merchant, Inkerman, has removed to Hemington.

Hannah Boulter,, general merchant, Yearley, has been succeeded by W. Quinn.

Stanley Ashworth, general merchant, Ashworth, has been succeeded by Jesse Thompson.

J. J. Whalen, grocer, Penetanguishene, has gone out of business and left that place.

A. Halliday, general merchant, Boissevain, Man., is opening a branch at Ninga.

A. L. Orvis, general merchant, Kinsale, is giving up business and leaving that place.

Brown & Wilcox, grocers and bakers, Essex, have sold out to Forsythe, Anderson & Co.

FIRES.

Glass Bros. & Co., pottery manufacturers, London & Pottersburg, have been burned out.

T. C. Miller & Co., general merchants, Millerton, N.B., have been burned out; insured for $3,300.

W. Conboy, general merchant, and G. Ramsden, hardware, both of Erin, have been burned out.

Alex. Brown, general merchant, Vasey, Ont., has been burned out; no insurance; consulting creditors.

DEATHS.

D. J. McDonald, grocer, Montreal, is dead.

AGED 155.

During Mr. Magor's absence in England the advertisements of Keen's mustard were written by a professional advertisement writer. He made an error in saying that they had been selling mustard for 400 years. He himself is a member of the "select" 400, and it seems impossible to get any other number into his head. Keen's mustard is very old, but has not been in existence 400 years. They started making mustard 155 years ago and they are now the oldest manufacturers in London.

Mr. Magor has just returned from Europe and has secured several new agencies. He will handle Sutton's sauces, Rae's olive oil and Field's toilet soap, in addition to his regular lines.

Keep up with the times

and handle goods that will sell themselves

CLARK'S **CORNED BEEF**

With Patent Key Attachment

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

CANADIAN ADVERTISING AGENCY TORONTO

THE CIRCULATION OF CANADIAN PAPERS in Handy Business List free. Send address and 6c. in stamps to pay postage.

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

STONEWARE

QUALITY THE BEST . . .
PRICES RIGHT. TRY U...

HART BROS. & LAZIER
Belleville, Ont.

Send for price list. Mention GROCER.

"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD. TORONTO will bring you tenders from the best contractors

Grocers

We admit you know what you make by handling other goods, but you cannot tell how much you are losing from time to time by not handling our

Quickshine Stove Polishes

ALPHA CHEMICAL CO.
BERLIN, ONT.

CHARLES F. CLARK. PRESIDENT. EDW. F. RANDOLPH TREASURER

ESTABLISHED 1849.

THE BRADSTREET
MERCANTILE AGENCY
THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES 36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England
REPRESENTATIVE IN CANADA:
JOHN FORMAN, 650 Craig Street
MONTREAL

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

Don't delay ordering your Car Salt till the spring rush is on.

VERRET, STEWART & CO., Montreal.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

AN AUTOMATIC SELLING MACHINE . . .
To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.
13 Jarvis Street, - TORONTO, ONT.

First and Foremost

EAST INDIA PICKLES

None Finer ever offered to the Trade...

A High-Grade Pickle at Moderate Cost

A. E. Richards & Co. Selling Agents **Hamilton.**

WE SELL **SOUTHWELL'S**

The best *MARMALADE*

The best *FRUIT JAMS*

In the Market to-day. Write for Quotations.

FRANK MAGOR & CO. 16 St. John Street, Montreal.

CURRENT MARKET QUOTATIONS

Toronto, Feb. 25, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
½ " 3 " ..... "	1 25
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
10 cent can.....	0 90
Ocean Wave—	
No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER,

½ lb. glass jars.....$1	25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases $0	75
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING. per gross

¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

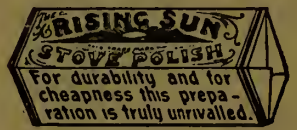
THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per doz
New York Dressing, 1 doz. cases.....	0 75
panish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes	10 00
Sun Paste, 5c. size, ¼ gross boxes	5 00

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed.....	0 07
Warblers Bird Seed	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed	0 04½
London Bird Seed, bulk 25 lb. cases..	0 05
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 48 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

CORN BROOMS

CHAS. BOECKH & SONS. per doz.

	net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

The Question is

Are you satisfied with the quality of the Starch you are selling? Are your customers satisfied with the quality of the Starch they are buying? If not, perhaps a trial of our goods would create a better feeling on both sides of the counter.

No woman will use poor Starch in preference to good Starch. That's the reason why a trial always leads to constant use of

EDWARDSBURG STARCH CO. Cardinal, Ont.

Edwardsburg Starch

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 70	1 90
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 60
Cherries, red pitted, 2s	2 00	2 25
Peas, 2's	0 70	0 80
" Sifted select	0 80	0 95
" Extra sifted	1 15	1 30
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 70	0 75
Lobster, talls	2 30	2 40
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 45
" " flats	1 40	1 75
" Cohoes	1 10	1 20
Sardines, Albert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " ¼s	0 10½	0 11
" " " " ½s	0 18½	0 19
Sardines, other brands 9¾	11 0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kippered Herring, 1-lb.	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Collops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2	2 75	2 80
Camb Sausage 1 "	....	2 50
" 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef.
No. 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz
2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1½ lb.	7 00	7 20
" " 2 lb.	8 50	8 80
" " 2½ lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, ½ lb.	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb.	70	75
Potted Meats, Tongue or Ham ½ lb.	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb.	70	75
Potted Deviled Ham or Tongue, ½ lb.	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish.	per doz.
Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs.	0 30
Caraccas, ¼'s—6 and 12 lbs.	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs.	0 26
Diamond, ¼'s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs.	0 30
Pearl, " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

		Cases of 10x12 lb bxs	In 12 lb bxs
Vanilla— Yellow wrapper, p. lb.		$ 0 34	$ 0 36
Triple Vanilla— White	"	0 73	0 83
Unsweetened— Blue Premium	"	0 38	0 42
		Cases of 54 lbs	Less than case
Pastilles— ½ lb. boxes	"	0 19	0 20

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc.
Used for lunch and breakfast as sandwiches.
Highly recommended by H. R. H. Princess Loulse and by the late Sir John A. Macdonald.
For sale by leadlng wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH

SEEDS for 1897

Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties.

Montreal

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It bas been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanllla Chocolate.

Salt
Salt
Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . . .

TORONTO SALT WORKS

TORONTO, ONT.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and **FAMOUS BLEND COFFEE**

Send your orders to

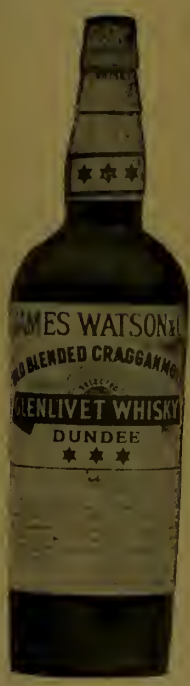
THE COWAN CO., Ltd.

470 King St. East, Toronto

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844 — IS THE BEST.

ASK FOR

MOTT'S



Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.

(A. P. Tippet & Co., Agents.)

	per lb.
Chocolate—	
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	per do
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectiooery Chocolate.	0 21 0 43
Mott's Sweet Chocolate Liquors.	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17
Barrels, 2c. per lb. less.	
Terms, 3 p.c., off 30 days.	

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	0 20	0 22
Improved Shredded, "	0 18	0 20
Beaver " "	0 16	0 18
Macaroon " "	0 16	0 18
Desiccated " "	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Javs	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20
JAMES TURNER & CO.	
Mecca	.... 0 34
Damascus	.... 0 30
Cairo	.... 0 25
TODHUNTER, MITCHELL & CO.'s	
Excelsior Blend	.... 0 34
Our Own "	.... 0 32
Jersey "	.... 0 30
Laguaya "	.... 0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crushed East India	.... 0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

CREAM SODAS.

In 3-pound Tins, made by us, are the original Cream Sodas. They are always CRISP, FRESH and TASTY. No grocery stock is complete without them. They are trade bringers and trade keepers.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST - - TORONTO. S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1	oz. Bottle, per doz.	0 90
2	" " "	1 50
2½	" " "	2 00
4	" " "	3 00
8	" Bottle "	6 00
4	" Glass Stop'r "	3 50
8	" " "	7 00

Parisian Essence, per gross..... 21 00
Ketchup, Fluted Bottles.....gross 12 00
Ketchup, Screw Top..... " 21 00
" S. & L. "High Grade" per doz 3 50
Pepper Sauce, per gross..... 15 00

FLUID BEEF.

JOHNSTGN'S, MGNTREAL.

Fluid Beef No. 1, 2 oz. tins .....$ 3 00
No. 2, 4 oz. tins 5 00
No. 3, 8 oz. tins 8 75
No. 4, 1 lb. tins..... 14 25
No. 5, 2 lb. tins..... 27 00
Staminal—2 oz. bottles 3 00
4 oz. " 6 00
8 oz. " 9 00
16 oz. " 12 75
Fluid Beef Cordial—20 oz. bottles.... 15 00
Milk Granules, in cases, 4 doz..... 6 00
Milk Granules with Cereals, in cases, 4 doz 5 8

FRUITS.

FGREIGN.	per lb.	
Currants—Provincials, bbls ..	0 04¼	0 04⅜
" " ½ bbls ..	0 04¼	0 04⅜
" Filiatras, bbls.....	0 04⅜	0 04½
" " ½ bbls ..	0 04⅜	0 04½
" Patras, bbls.....	0 05	0 05⅛
" " ½ bbls.....	0 05	0 05⅛
" " cases	0 05	0 05½
" Vostizzas, cases....	0 07	0 08½
" Blue Pearls.....	0 08	0 08½
Dates, Hallowee boxes (new)	0 05½	0 06
Figs—Eleme, 10 oz.....	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 16
" taps	0 03¾	0 04½
" natural, boxes.....	....	0 07
" ditto, bags.....	....	0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux.....	0 04½	0 06½
Raisins—Valencia, off stalk..	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers.....	0 07¼	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½	0 08½
" Malaga	per box.	
" London Layers.....	1 60	1 80
" Black Baskets	2 20	2 65
" Blue Baskets.....	2 25	3 50
" Choice Clusters.....	2 25	2 75
" Dehesa Clusters	3 50	4 00
" Non Plus Ultra	....	6 00
" Imperial Bunches.....	5 75	6 00
" " Russian Clusters	5 00	5 50

DOMESTIC:

Apples, dried, per lb.....	0 02½	0 03
" evaporated.....	0 03	0 04

FOOD.

	per brl.
Split Peas	3 25 $3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00

RGBINSGN'S BARLEY AND GRGATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING

FLOURS.	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case.....	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case.....	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case.....	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot	1 20
Crystalized Fruit, flavored	1 65
Acidulated	1 50

(Sold by all wholesale grocers.)

KEGPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

CGX S

1 Quart size, per doz	....	1 15
2 Quart size, "	....	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	....	2 30
40 dy	....	2 35
30 dy	....	2 40
20 16 and 12 dy	....	2 45
10 dy	....	2 50
8 and 9 dy	....	2 55
6 and 7 dy	....	2 70
5 dy	....	2 90
4 dy A P	....	2 90
3 dy A P	....	3 30
4 dy C P	....	2 70
3 dy C P	....	3 90

HGRSE NAILS—
Canadian, dis. 50 per cent.

HGRSE SHGES—
From Toronto, per keg.... .... 3 60

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. c. dis.
Round-head iron, 75, 10 and 10 p. c. dis.
Flat-head brass, 77½, 10 and 10 p. c. dis.
Round-head brass, 72½, 10 and 10 p.c. dis.

WINDGW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under).....	....	1 35
ROPE—Manilla	0 09	0 09½
Sisal	0 06¾	0 07¼
AXES—Per box	5 25	9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—

Heavy T and strap.....	0 04¾	0 05
Screw, hook and strap	0 03¾	0 04

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons.....	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—

Selected packages, per gal.	0 40	0 41

2c. extra outside points.

LINSEED OIL—

Raw, per gal	0 44	0 45
Boiled, "	0 47	0 48

2c. extra outside points.

GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt.....	$3 35
Star Standard, 12 qt.....	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt.....	4 75
Tubs, No. 1.....	13 30
" " 2.....	11 40
" " 3.....	9 50
Fibre Butter Tubs (30 lbs).....	3 80
Nests of 3.....	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans.....	2 65
Wash Basins, flat bottoms	2 65
" round bottoms	2 50
Handy Dish.....	2 25
Water Closet Tanks.....	17 00
Dish Pan, No. 1.....	7 60
" " 2.....	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails.....	4 75

JAMS AND JELLIES.

SOUTHWELL S GGGDS. per doz.
Frank Magor & Co., Agents.

Orange Marmalade.....	....	1 50
Clear Jelly Marmalade.....	....	1 80
Strawberry W. F. Jam.....	....	2 00
Raspberry " "	....	2 00
Apricot " "	....	1 75
Black Currant "	....	1 85
Other Jams " "	1 55	1 90
Red Currant Jelly	....	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE S LIST.

5-lb. boxes, wood or paper, per lb....	$0 40
Fancy boxes (36 or 50 sticks) per box..	1 25
"Ringed" 5 lb. boxes, per lb.....	0 40
"Acme" Pellets, 5 lb. cans, per can..	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars....	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box ...	0 75

MINCE MEAT.

Wethey's Condensed per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSGN & CG., MGNTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases....	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish.....	7 50	8
Banagher	9 50	10 00
" in wood, per gal..	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases.....	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports.....	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland....	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch	....	4 40
Special old Scotch....	....	5 00

MUSTARD.

CGLMAN'S OR KEEN'S.

	per lb
Square Tins—	
D. S. F., 1 lb. tins.....	$0 40
" ½ lb. tins.....	0 42
" ¼ lb. tins.....	0 45
Round Tins—	
F. D., ½ lb. tins.....	0 25
" ¼ lb. tins.....	0 27½
" 4 lb. jars, per jar.....	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.	
Pony size,..	$ 7 50	Beer Mug..	16 20
Small (Med.	7 50	Tumbler ..	11 50
Medium....	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon.	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb..	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz.....	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz.....	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz....	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers.....	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins per gal.....	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.....	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03¼	0 03¾
Patna.....	.....	0 04¾
Japan.....	.....	0 05
Imperial Seeta	.....	0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina.....	0 09½	0 10
Grand Duke.....	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CG., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons....	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters..	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package.....	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons...	0 07½
No. 1 White, bbls. and kegs.....	0 04¾
Benson's Enamel, per box.....	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINGSFGRD'S OSWEGG STARCH.

SILVER GLOSS	40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate.	0 08
PURE——	16-lb. boxes	0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages.....	0 07½

For puddings, custards, etc.

ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss.....	0 07½
	Pure	0 06½

THE BRANTFGRD STARCH CG., LTD.

Laundry Starches—	
Canada Laundry. boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs.....	0 04¾
Kegs, 100 lbs.....	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case.....	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 06½

SUGAR.

	per lb	
Granulated	4 3-16	4 5-16
Paris Lump. bbls. and 100-lb. boxes	0 05⅞	0 05½
" in 50 lb. boxes....	0 05½	0 05⅝
Extra Ground, bbls. Icing....	0 05⅞	0 05½
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03¾	0 03⅞
Bright Yellow.....	0 00	0 03½
Dark Yellow	0 00	0 03½
Demerara.....	3 50	0 00

We Stand Alone

So far ahead are we all Competitors.

Our Packages have a larger sale than all the other manufacturers' put together.

SCHEPP'S

The Standard Cocoanut

Factory, 6 and 8 Bay St. TORONTO.

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

HELLO !!! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everyhody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other Try it and be convinced of its superior quality.

Manufactured ONLY by . . .

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	....	1 00
" 3 gal. pails.....	1 35	1 40
MOLASSES.		
Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot.....	4 20
Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lh. hars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.....	....	0 35
" " 60 ½-lbs.....	....	0 35
" " 30 1-lbs.....		
" " 120 ½-lbs.....	....	0 36

BLACK.

	per lh.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35
CHINA OREENS.		
unpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordirary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14
Young Hyson— PINO SUEYS.		
Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Chests— JAPAN.		
Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11
LIPTON S TEAS.		
No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON.	per lh.
Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms. 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. hlack or mixed.

Blue Label, retail at 30c.....		0 22
Green Lahel " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.....		0 42
Gold Label, " 80c.....		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lh. boxes.....	0 48

CANADIAN TOBACCO CO., MONTREAL.

Cut Tobaccos—

Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5lb. bx	0 38
I. O. F., 1-10, 5 lh. box	0 28½
Sohmer, 1-10, 5 lb. box	0 32½
Imperial Cigarette Tobacco, 1-10, 5 lb. box	0 40
Quesnel Tobacco, all sizes.....	0 60
Crown Cut Plug Mixture, ½ lb. tin	0 50
" " " 1 lh. tin	0 47

Cigarettes—	per 1,000
Sonadora Havana.....	$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme	7 20
Lafayette	3 80
Marquise	7 00
Imperial (Virginia tohacco)	3 50

Plug tobaccos (sweet chewing)—		
Navy, in caddies.....	....	0 35
Navy, plug mark.....	0 33	35
Honey, hoxes and caddies	....	43
Spun roll chewing, hoxes	....	55

Plug smoking (with or without tags)—	per lh
Black Crown, caddies	0 35
Crown Rouge smoking....	0 38
Leaf tobacco, in bales.... 0 08	0 20

Cigars—		
La Sonadora Reina Victoria Flor Fina, 1-20....	....	$85 00
La Sonadora Reina Bouquet, 1-10	....	55 00
Creme de la Creme Reina Victoria Extra, 1-20....	....	55 00
Creme de la Creme Reina Victoria Special, 1-20....	....	50 00
Honeymoon, Regalia Comme il Fait, 1-40	....	55 00
El Caza Culebras, 1-40....	....	55 00
La Fayette Reina Victoria, 1-20	....	32 50
Noisy Boys, Blue Line, 1-20	....	25 00
Princess of Wales, Princess, 1-10.....	....	25 00
Ditto, low grades	13 50	20 00

CIGARS—S. DAVIS & SONS, MONTREAL. Sizes.	Per M
Madre E' Hijo, Lord Lansdowne....	$60 00
" " Panetelas	60 00
Madre E' Hijo, Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins.....	55 00
El Padre, Reina Victoria	55 00
" Reina Victoria Especial..	50 00
" Conchas de Regalia.....	50 00
" Bouquet	55 00
" Plns	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine.....	35 00
Cable, Conchas	30 00
" Queens	29 00
Cigarettes—All Tobacco—	
Cable	7 00
El Padre.....	1 00
Mauricio.....	15 00

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lh. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Palls, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50
THE E. B. EDDY CO.	
Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ½ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger.....	3 15	3 35

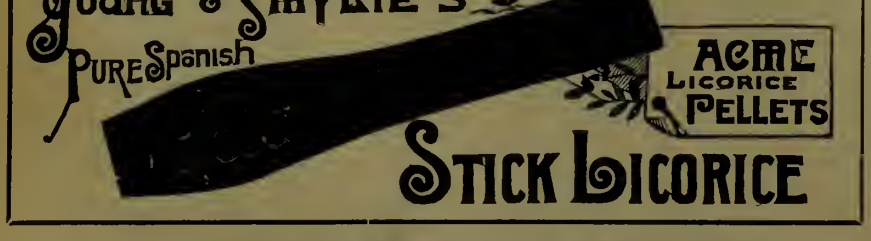
BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross.....	$ 2 00
" 10 " "	1 10
" 2 Tiger, ...	5 00
" 4 " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:



Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT CAN'T YOU SELL?

PEERLESS

MACHINE Oils

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.

Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co

OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE

Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❀ **16 oz. Bottle, $1.00.**

The Dry Goods Review

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THE DRY GOODS REVIEW

TORONTO . . . . MONTREAL

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Trade-Mark.

Dorchester, Mass.
The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS AND CHOCOLATES

on this Continent.

No Chemicals are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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Buyers should ask for and be sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

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Windsor Salt

Please insist on having your wholesale grocer send you WINDSOR. If a traveller says "Salt is salt" tell him you know that, but that some salt is very poor salt. Windsor Salt will give more satisfaction than any other salt.

PRICES and **SAMPLES** can be had from your Wholesale Grocer.

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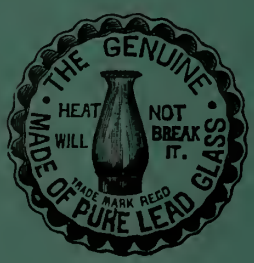
THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



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There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

GOWANS, KENT & CO., - TORONTO

This is worth acting upon, as it insures satisfaction to you and your customers.

Specify . .

KNOX'S Gelatine

MAKES 2 QUARTS JELLY

On all orders to your Jobber

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Conceded to be superior to any other Gelatine.

It is absolutely pure.

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, MARCH 5, 1897. No. 10

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In Competition with the World we have received the

HIGHEST AWARDS MADE.

These ...substantiate ...our claim that

COLMAN'S MUSTARD

IS THE BEST IN THE WORLD.

Kippered Herrings

The recognized leading Brand in all the markets of the world.

Fresh Herrings
Herrings in Tomato Sauce
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All Selected Fish from the famed Aberdeen Fisheries.

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No housekeeper has the facilities for producing such an exquisitely flavored meat as our Canned Ox Tongue (Helmet Brand with Yellow Label.) And no competitor, either, has mastered the secret, as we have, of securing the delicious juices which make the Ox Tongue famous. We want the trade of the wide-awake grocer, who knows a good article, and who buys it for the purpose of leading his competitors. Ask your jobbers for the Helmet Brand Yellow Label Ox Tongue.

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Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . EIGHT PRIZE MEDALS

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McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DON'T FORGET

That in selling Silver Dust Washing Powder you

MAKE MORE MONEY

than by selling any other. It gives the greatest satisfaction. Don't wait for the spring rush. Order now.

The Silver Dust Mfg. Co.
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Crete

Does not produce

Pride of Asia Tea

It is grown in

CEYLON . . . . .

Packed in iron chests of 100-lbs. each.

We will advertise it among your customers and do all we can to win back from the pedlar and department store your legitimate Tea trade. If any tea in the world will do it, Pride of Asia is the tea.

WRITE FOR A CHEST.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

Standard Goods THE Best to Handle

FOR PURITY

This brand is always reliable.

BI-CARBONATE OF SODA
TRADE
MARK.
THE UNITED ALKALI CO.

FOR STRENGTH

Highest test 98 50/100 pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

Lazenby's Jelly Tablets

These are **ABSOLUTELY PURE** and made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality made.

FLAVORS

LEMON,	PUNCH,	VANILLA,	CALVES' FOOT,
ORANGE,	COGNAC,	CHAMPAGNE,	STRAWBERRY,
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BOXES CONTAIN: 2-doz. ½-pint, 1-doz. pint, or 1-doz. quart packets.

A RELIABLE

Castile Soap

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The St. Lawrence Sugar Refining Co.
LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR**, indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

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MANUFACTURERS OF

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REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
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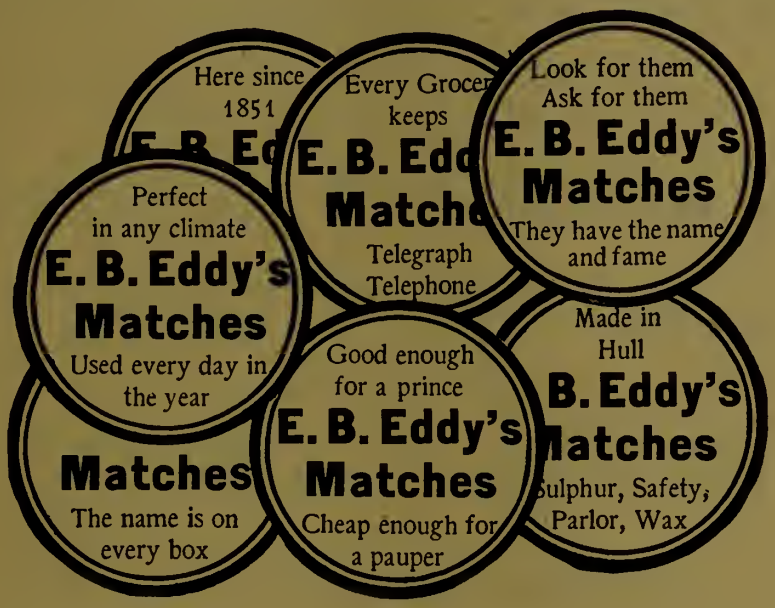
Gold Mines and Gold Stocks
Are not in it for making money

You can make a hit every time by carrying a stock of

ENGLISH ARMY BLACKING

In it you have a sure money maker, not so with speculating in Gold Stocks. You run no risk with E. A. B.



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318 St. James St. - - MONTREAL

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. . TEAS from JAPAN

Choice Pickings. Rare Liquor. Handsome Style.

Exceptional values in medium and high-grade teas that cannot be matched on to-day's market.

TO RETAIL AT 25 CENTS.

We offer some real bargains. Wide-awake grocers, rounding up stocks in anticipation of a duty, will do well to write for samples and quotations.

W. H. GILLARD & CO. Wholesalers Only . . . **HAMILTON**

Lean Sweet Tender

"Rose Brand" Bacon is made from young hogs. The tough back fat is stripped from every piece. It is very sweet and tender and is Sugar Cured. Consumers pay a little more for it, readily, because it is worth it. It competes in quality—not in price. It is made to sell to particular people. It is not possible to put up a Bacon that is more delicious in any respect than "Rose Brand" Bacon.

"Rose Brand" Bacon

"Rose Brand" Hams, Bacon, Lard

THE GEO. MATTHEWS CO. LTD.
OTTAWA AND PETERBOROUGH

The Best Cook...

in Canada cannot prepare better mince meat than mine. It is always pure, sweet and fresh, and is unequalled for making mince pies and patties, plum pudding, and cake. There are still a few people who have not tried it. If you can get them to take a package once you have their custom for all time.

J. H. Wethey, Mfr., St. Catharines, Ont.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, MARCH 5, 1897 ($2.00 per Year) No. 10

COFFEE PLANTING IN BRITISH CENTRAL AFRICA.

By H. D. Herd, in Chambers's Journal.

ALTHOUGH by the latest arrangement between the British South Africa Co. and the Foreign Office with regard to these territories in 1894 the area over which the British protectorate immediately extends has been considerably lessened, there still remains under the direct administration of Her Majesty's Commissioner a country equal in extent to the area of Great Britain.

This country extends from Lake Nyasa on the north to a point on the Shire River near its confluence with the Zambesi on the south ; but the district to which our attention is more particularly directed is that tableland lying between the Shire on the west and the borders of the protectorate on the east, and perhaps best known as the Shire Highlands.

Here is the latest home of coffee ; and seeing that the country has now passed through its little fever of wars with the Arab slave-traders on its borders, and peace seems to have come to stay, we think that the present position of its staple industry and its future prospects merit a wider publicity in the interests of those to whose enterprise and hardihood the country owes what prosperity it has.

The history of coffee in Nyasaland dates back only to the year 1878, when three small coffee plants from the Edinburgh Botanical Gardens were taken out by Mr. Duncan. then gardener to the Church of Scotland Mission at Blantyre, and planted in the mission garden there. This was done at the energetic representations of Mr. John Buchanan. In the year 1880 the sole survivor of the three plants brought out by Mr. Duncan bore a crop of about 1,000 beans. From the distribution of the seed, three years later, may be dated the beginning of coffee planting on an extensive scale ; but in 1881 the first serious attempt to put coffee on the home market, and to gauge its value as a commercial product in competition with other coffees, was made by the late Mr. John Buchanan, of the firm of Buchanan Bros., whose name is so honorably connected not only with the commercial but the political development of the Shire Highlands.

A sample of the first crop was sent home for valuation, and was quoted in the London market at 85s. per cwt.

From this time onward the unsettled state of the country made the future of coffee very uncertain, till in 1889 the declaration of a protectorate restored confidence and gave a great impetus to the industry. Messrs. Buchanan Brothers opened up large plantations at Zomba, Michiru, and elsewhere, while the African Lakes Company's coffee at Mandala continued to do well. Mr. Brown, of Ceylon experience, settled in the Mlanje district, which had been strongly represented by the late Rev. Robert Cleland as exceptionally well suited for coffee ; and Mr. Duncan, having now left the mission, opened up a plantation near Blantyre.

From this point, so rapid has been the progress made, that the late Mr. John Buchanan wrote in The Central African Planter for October, 1895, that no less than 100 plantations had been opened up under the respective interests in the country, and that these plantations represented an area of 6,000 acres under cultivation. The local revenue rose from nothing to £20,000 per annum in five years.

The services of Mr. Buchanan were recognised by the Government, and he received a C.M.G. in 1890. Much to the regret of everyone, he died on his way home for a holiday on March 9 of last year.

Mr. E. C. A. Sharrer is now the largest owner of estates in the protectorate, amounting to about 365,000 acres, of which only about 900 acres are under coffee. It has been suggested that planters should also turn their attention to cotton-growing. Tobacco and tea have both been introduced.

So extraordinary has the development been during the last few years that since 1889 the quantity of coffee exported has increased in an almost geometrical progression. The exact figures have been :

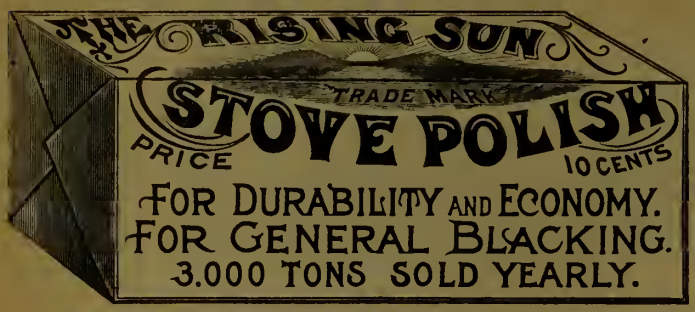
	Tons parchment.
1889	5
1890	—
1891	10
1892	—
1893	42½
1894	74
1895	146
1896 (estimated)	350

The year 1897 is looked forward to as likely to prove a record year, chiefly because a very large number of plantations come into bearing for the first time in that year ; some planters being so sanguine as to put the yield at 1,200 tons "parchment"—as the raw coffee is called before the membrane covering the seeds is removed.

The varying degrees of success attained have been due to many different causes, arising mostly from inexperience in trying reconcile the approved methods of coffee cultivation in Ceylon and India with the conditions of the new country ; and partly also from local difficulties, as, for instance, the labor question, which were unforeseen, and could only be resolved as they presented themselves.

In the early days there was an abundance of local Yao labor, but the supply was irregular and unreliable. Constitutionally indolent, the natives in the immediate neighborhood of the plantations were soon satiated with calico and other barter goods ; and in the wet season, just when labor in the plantations was most needed, there was none to be had, as the villagers had betaken themselves to the hoeing of their own gardens. The necessity for a reliable labor supply being evident, an attempt was made to bring down Atonga labor from the west of Lake Nyara, which was entirely successful, the newcomers readily engaging to work on the plantations for several months at a

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

time, and this at the most important period of the year, the wet season.

A further step in advance was made by inducing the Angoni, an offshoot of the Zulus, and long the scourge and terror of Shire Highlands, to accept work in the dry season on the plantations; and now, instead of coming down in their thousands to devastate the country, they lay aside the shield and spear, and handle the hoe with equal skill. Only last year another large field of labor supply was opened by the subjugation of some disaffected chiefs on the north-eastern slopes of Mlanje. The Walolo, occupying a vast tract of hilly country to to the east of Lake Shirwa, had for some little time been venturing down in small companies to work for the Europeans, but by the timely action of Sir Harry Johnston, Her Majesty's commissioner, against these chiefs, the whole Walolo country has now become accessible to European influence. It is evident that there is every prospect of an abundant labor supply, and in this respect the outlook is very bright.

The chief drawbacks to coffee planting have hitherto been the labor question mentioned above, and the inadequate and expensive means of transport. The Shire is navigable for the present flotilla of steamers plying upon it as far as Chiromo, three days distant overland from the coffee district. For a very few weeks during the rainy season it is possible to reach Katunga, a point about 28 miles from Blantyre. From the plantations to either of these points the coffee crop is carried in bags on the shoulders of coolies. The risk, inconvenience and expense attached to this mode of transport have been greatly felt, but even this difficulty is about to be met by the construction of a narrow gauge railway line which will run from Chiromo to Blantyre, passing through or near many of the largest plantations.

It is to be hoped that, acting in conjunction with the Portuguese Government, the promoters of this scheme may be able very shortly to extend the line all the way to the coast at Chinde.

The reckless mode of agriculture followed by the natives, by which they clear large tracts of forest land on which to make their gardens, is becoming so serious a question that the expediency of legislation in the matter has been considered. It is well known that deforestation is followed by a decreased rainfall, which reacts not only on the coffee crops, but on the health of the European. And where such wholesale clearing has taken place, land which might otherwise have been good for coffee is rendered temporarily useless for want of shade.

Efforts are being made to lessen the various circumstances disadvantageous to coffee by better systems of irrigation, planting of shade trees, and manuring. As showing the enterprise which is so prominent a characteristic of those Central Africa pioneers, it might be stated that during the past year a Chamber of Commerce and Agriculture has been formed, which promises to do much good in securing authoritative and unanimous action on the part of the planters in questions affecting their interests. But perhaps, above all, The Central African Planter, started last year and so ably conducted by Mr. R. S. Hynde, F.R.S.G.S., in the planting interests, is an unequivocal sign of a very bright and prosperous future for coffee in Nyasaland.

By the foresight and discretion of Her Majesty's commissioner, who has given the industry much encouragement and consideration, the danger of introducing the leaf disease so common in Ceylon and India has been averted. No seed is allowed to be introduced into the country, even though sterilised, and although some inconvenience has undoubtedly thereby arisen, the risk justified the stringent measure.

The eyes of Ceylon planters have been for some time turned to Nyasaland, and in 1895 was formed the "Nyasaland Coffee Co., Ltd.," with a capital of 300,000 rupees. The quality of the coffee has been highly spoken of by the London coffee brokers, and it holds its own with the best Ceylon and Mocha coffees.

The late Mr. John Buchanan estimated that to bring a plantation of, say, two hundred acres into bearing in the third year would require an expenditure of two thousand to two thousand five hundred pounds (sterling). And he cautioned planters against allowing the trees to bear too heavily in the maiden crop, as there is a danger of the plant being thereby weakened.

Other estimates put the expenditure at not more than ten pounds per acre, or a little over three pounds per acre per annum for three years and thereafter a large profit. The price of Nyasaland coffee as quoted in the London market for late years has averaged one hundred shillings per hundredweight, but it has reached as high as one hundred and twelve shillings.

Under varying conditions the average yield per acre is somewhat uncertain, but competent judges put it at from three to four hundredweight per acre. Some maiden crops have yielded eight hundredweights—but not without injury to the plants.

Taking four hundredweight as the average, on a plantation of 200 acres this is equal to 40 tons, with a selling price in London of 4,000 pounds. From this, of course, must be deducted freights, which will not be less than 11 pounds per ton from the plantation to the market.

In the report on the protectorate by Commissioner Sir Harry Johnston, issued in August last, there is a valuable appendix devoted to the coffee industry, with a map of the Southern Shire Highlands devoted to coffee-planting. We learn from it that a survey for the proposed railway connecting Blantyre with Chiromo has been made, that the native population in the Lower Shire district since the suppression of the slave-trade has increased from 1,000 in 1891 to 14,385 in 1896, and that if malarial fever could in some way be eliminated, British Central Africa would be

Phenomenal

3 Bar
4 "
5 "

Success . .

Lent is Coming!

To supply the wants of the season we offer :

Pure Boneless Fish 1-lb. bricks

Pure Cod Steak 1 or 2-lb. bricks

Medium Scaled Herring (Choice Goods)

Beardsley's Smoked Boneless Herring

Labrador Herring, barrels

Labrador Herring, half-barrels

No. 1 Split N. S. Herring, barrels

Loch Fyne Herring, Kegs

Trout, Whitefish

Lake Huron Herring

Mackerel, 20-lb. kits

Mackerel, 5-lb. pails

JAMES TURNER & CO., - HAMILTON

Jams and Jellies

I have them now ready for prompt shipment at the following prices f.o.b. Kingsville, Ont.:—

Raspberry, Peach, Apricot, Plum and Crabapple Jam, in 7 and 14 lb. pails, 7c. per lb. in any quantity.

Raspberry, Strawberry, Currant, Peach, Lemon and Apple Jelly, refined and sweetened, in 7 and 14 lb. pails, 5c. per lb. in any quantity.

Raw Apple Jelly, pure and unsweetened, 4c. per lb., in 7 and 14 lb. pails.

SPECIAL PRICE IN TON AND CAR LOTS

R. J. GRAHAM, BELLEVILLE, ONT.

SPECIAL BARGAINS } TEAS! TEAS! TEAS!

Crown Brand, in packages I's and ½'s.
Tetley's Teas, in packages I's and ½'s.

FULL LINES } CEYLON, ASSAM and JAPANS

SEE OUR TRAVELLERS OR WRITE FOR SAMPLES BEFORE YOU BUY.

THOS. KINNEAR & CO. WHOLESALE GROCERS TORONTO

an earthly paradise. The chief bane of British Central Africa according to the Commissioner is that "accursed sprit whiskey." The exports have doubled during 1895-96, and not a little of this increase is due to ivory and coffee. Sir Harry Johnston entertains great hopes of the development of the negro of Central Africa. At Zomba there is one European head-printer ; all the other printers are natives, who have been either locally trained at the missions or by the head-printer. The commissioner has also an encouraging report regarding mission work in British Central Africa, and special mention is made of the work of Dr. Laws and others at Bandawe, concluding "that it has only to tell the plain truth and nothing but the truth to secure sympathy and support."

Three species of liliaceous plants, of easy propagation, promise to yield fibre worth nearly £40 a ton. India-rubber is another product which it is hoped may be largely developed, as the demand for it at present almost exceeds the supply. We are told that "given abundance of cheap native labor, and the financial security of the protectorate is established." The European comes here with his capital, which he is ready to employ to almost an unlimited extent if he can get in return black men who will, for a wage, work with their hands, as he cannot do himself in a tropical sun. It only needs a sufficiency of native labor to make this country relatively healthy and amazingly rich. The cultivation of coffee would be a hundred times more extenstive than it is if there were an adequate labor supply. For unskilled labor three shillings a month, with or without food, is paid, and proportionately less for women and children. Skilled native laborers—carpenters, masons, brickmakers, etc.—receive wages of from four shillings a month to £40 a year. There seems to be every reason to believe, in accordance with the opinion of the oldest and most experienced planters, that the prospects of success in this industry are very hopeful. Considerable areas of land suitable for coffee are yet to be had, the price varying from five shillings to twenty shillings per acre, and no doubt as the country is better known, and more capital is introduced, the difficulties which have kept back and hampered its development will rapidly disappear, and British Central Africa will yet become, if not the most extensive, perhaps the most successful coffee-growing country in the world.

SUGAR SITUATION.

THE European markets are certainly giving surprises in the course of their frequent changes from weakness to strength and vice versa. A strong market all over Europe early in the week, no doubt stimulated by considerable purchases for America, has been followed later by decided weakness and decline in both raws and refined. Cable advices say this is partly owing to the cessation of buying for America, but the more likely reason is because of the large increase of Cuban crop receipts from week to week as the season progresses, as was indicated by us last week. The Cuba crop, or its absence, always exerts a powerful influence upon Europe, and the sudden change from expectation of an insignificant small crop to a small one seems more than Europe can stand. Also, as regards refined the parity between raw beet sugar and the refined product has for some time been greater than the usual average to which it is now settling back. This affords a good opportunity for importers to secure some cheap sugars, as our own markets are entirely unaffected in this instance by the conditions abroad, which may prove only temporary.

The visible sugar production of the Island continues to increase as General Weyler opens up the sugar districts to privilege of grinding. Planters move rapidly to take advantage of the opportunity while it lasts and the visible is now up to that of last year, when a crop of 231,180 tons was made. There still remain several districts where no sugar is yet being made where about 100,000 tons were made last season, but the present outlook is so much improved that we must raise our estimate of Cuba crop to 200,000 tons, and it may eventually reach nearly to last year's limit. This is quite a change from former expectations and will decrease by so much the amount to be withdrawn from elsewhere for our supplies.

This is the reason why prices in Europe are lower and it should also tend to lessen the sowings for the next beet crop. Three thousand seven hundred tons of Cuba sugar are now afloat for the United States.

Fifty-six centrals are now grinding against 44 last week, and receipts were 11,845 tons; visible production of entire Island to date is 37,116 tons, against 36,232 tons to same time last year.—Willet & Gray's Statistical.

A CASE OF DISCOUNTS.

We have always been a steadfast believer in the value of discounts, even to the smallest dealer, but our conviction took an enthusiastic turn a few days ago when one of the largest retail grocers in Philadelphia, who scrupulously discounts his bills, told us what his discounts aggregated in one year. The business of this retailer is very large, probably the largest retail business in Philadelphia, and his discounts in one year aggregated $11,000 ! Now let us see what this means. It means that this retailer, if he sold everything in his store at actual cost, depending for his profits upon his discounts alone, would still be making a handsome sum. $11,000 a year is not to be despised by anybody. But it means more than this. It means that this retailer could have cut the price of his goods to a point where his aggregated losses for the year would have been $5,000, and still he would have cleared $6,000 a year, also a sum not to be despised.

Thus do the possibilities of discounting one's bills suggest themselves. If we were a retail merchant without sufficient money to discount every bill, we would borrow it, even on mortgage if necessary, rather than lose this valuable source of revenue and profit.—Grocery World.

BROOMS

ROSE, THISTLE PANSY

Freight paid on 5-doz. lots.

MATCHES

SOVEREIGN MATCHES

Freight paid on 5-case lots.

The H. A. NELSON & SONS CO., Ltd., Toronto and Montreal.

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

To Port Arthur, Fort William,

and all Railway Points East, in Ontario

FREIGHT PREPAID on 5-case lots

"REINDEER BRAND"

CONDENSED GOODS

WINNIPEG CITY TRAVELERS.

THE third annual "At Home" of the Winnipeg City Travelers' Association was held at the Manitoba, Winnipeg, on Feb. 23, when about 300 guests were present. The following 1897 officers of the association were present, and, together with the committee, are responsible for the complete success of the entertainment: Hon. president, John Mouat; president, D. M. Horne; vice-president, A. E. Scott; treasurer, W. R. Watson; secretary, John Horne; committee, Messrs. J. H. Dickie, H. G. Spurgeon, R. J. Galna, D. B. McRae and R. J. Douglas. A. Pratt was chairman of the Reception Committee, and E. Tugwell, chairman of the Entertainment Committee, and to the latter gentleman is due the thanks of those present for his indefatigable efforts for their comfort and enjoyment. No more suitable place than the Manitoba could be chosen for a gathering of this description, with its capacious concert and dancing hall, its reception and dressing rooms, and the hundred and one comforts to all participants. With the accustomed Winnipeg punctuality the first part, a ballad concert, under the direction of Mr. Crosby Hopps, was commenced about three-quarters of an hour after the advertised time, and the following programme was creditably proceeded with and satisfactorily concluded: Quartette, "An Old Love Song," Misses Pridham, Anderson and Messrs. Hopps and Crick; song, "I Fear No Foe," Mr. A. Crick; song, "Swiss Echoes," Miss Pridham (encore, "The Sweetest Story Ever Told); song, "Thoughts and Fears," Miss K. Anderson; song, "See the Merry Wine," Mr. Crosby Hopps; comic song, Mr. F. A. Shaw; "Waltz Song," Miss Pridham; song, "Friar of Orders Grey," Mr. A. Crick; song (encored), "Good Company," Mr. Crosby Hopps; song, "Serenade," Miss Katie Anderson (encored); quartette, "A Garden," Misses Pridham and Anderson and Messrs. Hopps and Crick. Miss McGregor and Mrs. I. Pitblado presided at the piano and aided in no small measure to the success of the programme.

Where all did so well it would be invidious to single out any performer, but an exception must be made in this as Miss Pridham certainly excelled herself. Possessing a good voice of high range, she used it to every advantage, and, judging by the vociforous encores, completely captivated her hearers.

The room was then cleared and the rest of the evening was devoted to the worship of the god "Terpsichore" and the following programme of the dances was given in the order named, to excellent music supplied by the Evans' orchestra: 1, Drummers' grand march and Circassian circle; 2, waltz; 3, schottische; 4, Jersey; 5 lancers; 6, waltz; 7, polka; 8, waltz; 9, Highland schottische; 10, rye waltz; 11, two-step; 12, lancers; 13, waltz; 14, polka; 15, comas; 16, lancers; 17, (extra) schottische; 18, (extra) lancers; 19, waltz, "Home, Sweet Home."

Hon. Hugh John Macdonald, M.P.; Hon. J. D. Cameron, Attorney General; Hon. Mr. Mickle, M.P.P.; Hon. Speaker Young; Hon. W. M. Crosby, M.P.P.; Major Mulvey, M.P.P., were among the notables present.

At midnight an adjournment was made for supper, in which the chef of the hotel surpassed himself. Everything that the eye could look for or the inner man wish for were there, and with a good staff of waiters, everything was well attended to.

Each of the members of the committee wore a distinctive bow of colored ribbon, and in this way the guests were enabled to single out those from whom to get the information they required. The fact that the majority of the people stayed until 3 o'clock to dance the last dance was proof conclusive that they had a royal time, and were loth to leave so long as there was any music to dance to.

A CHATHAM BUSINESS MAN.

MR. F. A. GONNE, one of Chatham's successful business men, opened out in his new and commodious premises last week under gratifying circumstances. Having been in business there six years, he has, by careful management, improved his opportunities. Frank is one of the youngest, if not the youngest, mercantile men of the "Maple City," and has succeeded in building up an extensive and paying trade, due entirely to his thorough knowledge of the grocery business, his appreciation of the wants and requirements of his numerous customers, and his uniform courtesy and urbane manner. True, he has had a good training, having served his apprenticeship behind the counter and "on the road" as traveling salesman for one of the leading western wholesale grocery firms. Being possessed of a good education, endowed with executive ability, energetic and plucky, accomodating and strictly honorable, he has won the success which he so richly deserves. His new store is a marvel of neatness and taste, and is inviting. The arrangement of goods are displayed to the best advantage, and cleanliness and sweetness permeate the entire premises, winning the admiration and exclamation of praise of every person who enters his magnificent new quarters. The store has a frontage of 22 feet and a depth of 90 feet, first-class cellars and modern appointments. The large plate glass window gives ample play for the art of window dressing, and herein lies one of Mr. Gonne's traits—tastefulness. The opening window display was purely "tropical" in its make up; fruits of all kinds, flowers and rich palms, and, to say the least, was effective, commanding the attention and approbation of every passer by. With increased facilities for handling his growing trade, Mr. Gonne will rapidly take his place among the foremost business men of Chatham.

RAMBLER.

SUPPLY ANYTHING.

A New York paper says that one of the large stores in London has lately exhibited a degree of enterprise which surpasses similar establishments here in New York. It seems easy enough now to buy everything in these places, but the London establishments have surpassed New York in one respect. In addition to supplying clothing of all kinds, cigars, edibles, and almost every conceivable object, the most enterprising of these places offers musical artists, and their names are followed by the figures at which their services can be obtained just as the groceries and tobacco are followed by quotations of prices. In this list Ben Davies, the well-known English tenor, is quoted at a price equal to about $260.50 and Johannes Wolff, the 'cellist, is to be had for about $78.75. There is a bargain on the list in the shape of some duettists who are marked down to $26.50 while the cheapest thing on the list is a trio at $21.50. It is said to be as easy to order a musicale at this establishment as it is to buy a barrel of flour or a bicycle.

SEEKING INCORPORATION.

The William Paterson & Son Co., Ltd., is applying for a charter from the Dominion Government. The purposes for which incorporation is sought are for carrying on the business of manufacturing, purchasing and dealing in grocers' and confectioners' supplies. The business is to be carried on throughout the Dominion of Canada. The chief place of business is to be Brantford. The proposed capital stock is $125,000, divided into 1,250 shares of $100 each. The names of the applicants are as follow: Wm. Paterson, manufacturer; Wm. Ferrier Paterson, manufacturer; Lucy Clive Paterson, married woman; Helen Young Paterson, married woman, and Charles Gordon Paterson, student, all of Brantford. Wm. Paterson, Wm. Ferrier Paterson and Chas. Gordon Paterson are to be the first or provisional directors of the company.

CHEAP DEMERARA SUGAR

Our travellers will show you Samples.

Also two exceptional values In

Japan, Gunpowder and Japan Pekoe

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

GETTING WHAT YOU GIVE.

The other day my attention was drawn to the peculiar action of a farmer's team at the central market. The team had started a few steps without orders, which movement called a loud yell from the farmer. The team were blocked from going further by another sled, and instead of attempting to move backward or forward, they began alternately to stand on their hind legs.

There is a screw loose in the family government on that farm, thought I, which guess proved true when the farmer ran to the team, caught them by the bits and began mauling them on their noses with his fist. This, of course, served to quiet the team, to bring them to their sober second thoughts, to make them tractable, docile and altogether valuable and well-broken.

I am no horse tamer, but I have driven some horse flesh in my day and generation. And this I am free to say: You can get out of a horse, scrub or thoroughbred, all you put into him. If you are a chump, so will your horse be. If you are a devil, so will your horse be. If you are a gentleman and a scholar, so will your horse be.

The general principle underlying this specific case is also true: You can get out of your business results commensurate with what you put into it. If you are dull so will your business be. If you are bright, so will your business be. If your balance is right, so will that of your ledger be.

Moreover, you can get out of the world about what you put into it. Carry sunshine with you and the world will be sunny where you are. Wrap yourself in a thunder cloud and you will sour all the milk of human kindness in your neighborhood. Be a clean, decent, honest man, and you will be surprised to find how full your town is of the same sort of folks. Be a moral leper and your world will be a leper colony.

Do you think that it does not pay to squander good works on a selfish and unappreciative world? Yes, it does. The world crucified its Saviour, but His life impressed a handful of appreciative people, and that is what makes this world fit to live in to-day. Don't worry about the world's appreciation. Be a righteous man a while, see how good it feels, and you will keep at it for the sheer love of it, whatever the world says. The world will take a hitch upward if you live right.—Deacon, in Furniture News.

Lady—I heard you had a fire here, and are selling goods at a bargain.

Grocer—That's right, ma'am. Look at those fine hams for 15c. a pound, only slightly damaged by smoke.

Customer—You have a sign in your window, "A suit of clothes made while you wait." Do you really do that?

Tailor—Yes, sir. You leave your order with a deposit, and then wait till the garments are finished—Tit-Bits.

Strength.

We preserve the strength of the natural Oat flavor in its fullness in Pan-dried Rolled Oats. We sacrifice nothing that will conflict with the consumers' sense of taste. Taste governs sales to day more and better than it ever did. Your customers won't continue to buy Rolled Oats that have nothing but their looks in their favor.

Pan-dried Rolled Oats are sold in bulk of course because they are sold on honor. There is not the least little thing to cover up about them. The first sale makes a steady customer. Flavor counts.

From Manufacturer to Retailer Direct.

The Tillson Company Ltd.
Tilsonburg, Ont.

California Choice Evaporated Fruits

. . In 25-lb. boxes . .

Apricots	**11c.**
Peaches	**7**
Pears	**8**
Pink Nectarines	**8**

"ESPERANZA"

New Orleans Molasses, in barrels, 27½c.

Hudon, Hebert & Cie.

MONTREAL.

SPECIAL VALUE
in **Tea**

"Lion" blend, Black and Green mixed, in Iron Chests. Splendid value, price

11c.

SEND FOR SAMPLE CHEST.
WILL MAKE YOU MONEY.

Fish
of all kinds for the
LENTEN SEASON
AT
Special Prices

We are free sellers in groceries,—What are your wishes ?

The EBY, BLAIN COMPANY Ltd.
Wholesale Importing and Manufacturing Grocers
TORONTO - CANADA

SELLING TO DEPARTMENTAL STORES.

THE Montreal Wholesale Grocers' Association held a lengthy session last Thursday. The principal business was the conference between the wholesale men and President S. D. Vallieres, Jno. Scanlan, J. O. Levesque, Jno. Johnson and J. P. Dixon, who were a deputation from the Retail Grocers' Association, in regard to the sale of goods to the departmental stores.

As is generally known, the retailers object to the wholesale grocers supplying the department stores with groceries. Their chief argument is that it is detrimental to the retail traders, who are the wholesalers' chief customers and should therefore be considered.

The wholesalers promised to give the matter their consideration, but gave no definite promises either way.

THE CANADIAN GROCER learns that the individual wholesalers are morally in favor of the retailers, but consider it a difficult problem to solve. As a matter of fact only a few members of the Wholesale Guild do sell to the department stores, the majority not doing so.

The trouble is that their chief source of supply is wholesale dealers outside of the association. Unless the retailers can induce these outsiders not to sell to the big stores the members of the guild individually do not consider that they should refuse business which would only go to these outsiders. At present the manufacturers, for instance, of sugar and rice, and some canners, refuse to sell to the department establishments, so that if the outside grocers could be induced to fall into line their supplies would be shut off to a large extent.

Another matter that the gathering discussed was the imposition of a separate tax for each department run by the same firm, and it was also promised consideration. Many consider, however, that such a tax would be very difficult of application and could be easily evaded.

NEW ORLEANS MOLASSES.

New Orleans advices state that the receipts there of molasses are small and the market quite steady ; while one of the largest planters in the State said he had just opened his seed cane banks to begin his spring planting and found the seed had rotted fully 25 per cent.; his plant acreage will be reduced accordingly.

A DURABLE WHITEWASH.

A good durable whitewash is made as follows : Take half a bushel of freshly-burned lime, slake it with boiling water ; cover it during the process, to keep in the steam. Strain the liquid through a fine sieve, and add to it seven pounds of salt, previously dissolved in warm water, three pounds of ground rice boiled to a thin paste and stirred in boiling hot, half a pound of powdered Spanish whiting, one pound of clean glue, which has been previously dissolved by soaking it well and then hanging it over a slow fire in a small kettle, within a large one filled with water. Add five gallons of hot water to the mixture, stir it well, and let it stand a few days covered from dirt. It must be put on quite hot. For this purpose it can be kept in a kettle on a portable furnace. About one pint of this mixture will cover a square yard.—Popular Science News.

A GOOD SUGGESTION.

The Toronto Retail Grocers' Association held a smoking concert recently. Fully 200 were present, and a thoroughly enjoyable time was spent. What a chance these smokers are for some cigar manufacturer to advertise a brand by giving free boxes of them for the members' enjoyment.—N.Y. Commercial Enquirer.

A FEW SPECIALS

California Ruby Prunes 70/80, 80/90.

do. Apricots, Peaches, Plums, Nectarines.

Buyers of Prunes and Fruits of all kinds can get what they want here—both in price and quality. Large size Bosnia Prunes, 70/75 fruit, at 3¾c. Send along orders or enquiries. We are open for business.

Good Liquoring Japan Dust at 7½ and 8c.

H. P. ECKARDT & CO., WHOLESALE GROCERS, TORONTO.

HERE'S A SNAP

Choice Family Natural Figs

28-LB. BOXES

At a price that it will pay the keen buyer to investigate.

W. H. GILLARD & CO. Wholesalers Only Hamilton

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

WHAT THE C. P. R. SHOULD PAY.

A CRIMONIOUS has become the debate among the press of the country as to whether the Government or the Canadian Pacific Company shall construct the proposed line of railway through the Crow's Nest Pass. It is a pity that the subject cannot be discussed from a business instead of from a partisan standpoint, as it now evidently is to some extent.

The building of the Crow's Nest Pass Railway is essentially a business undertaking, and public interests demand that it shall be so considered.

Every public man, every newspaper, has the right to express his or its opinion as to how and by whom the road shall be built. But no one has the right to discuss it in the interests of party.

What is best for the country is the spirit that should actuate every public man, every newspaper, in the discussion of this important question. This is the patriotic way, this is the businesslike way.

Beyond all peradventure there is much to be said against the building of the road by the C.P.R. That corporation has now a monopoly of the freight and passenger traffic to the Coast. And monopolies are not good things for Canada or any other country.

THE CANADIAN GROCER, under ordinary circumstances, is in favor of Government ownership as well as Government control of railways. But in the matter of the construction of the Crow's Nest Pass Railway the circumstances are not ordinary. They are extraordinary.

Consequently we are compelled to cut our garment according to our cloth.

A railway through the Crow's Nest Pass would undoubtedly be a great advantage to the people of the Kootenay country, even if it were but a purely local affair. But as such it could scarcely be made a paying concern. To be made a profitable venture it must tap through lines which will bring it into contact with the outside world.

Business men throughout the country demand this. The Kootenay country is as much a part of Canada as Ontario or Quebec is. And the merchants in the commercial centres of the Dominion from Victoria to Halifax are within their rights when they demand that they shall be given railway facilities in order that they may do business in an important part of the country which is now practically monopolized by manufacturers and merchants in the United States.

Now supposing the road were built by the Government, what then? As far as local rates are concerned we might with every reason expect at least fair freight and passenger rates. But how about the through rates? There is where the rub comes in.

The fact of the matter is, there is no other feasible alternative but the C.P.R. It can open or close the gate to the outside world just as it sees fit. The Government could not help itself. In the agreement which the country made with the C.P.R. it was stipulated that there should be no Governmental control of rates until such time as the road was paying its shareholders a dividend exceeding 10 per cent. And that stipulation is as unalterable as the laws of the Medes and Persians, unless the second party to the agreement proposes to revoke it.

The business men of this country do not care who builds the road as long as just and equable rates are ensured. The reason so many are opposed to the C.P.R. undertaking the road is that they fear the desideratum would not be secured through that medium.

Now, THE CANADIAN GROCER is persuaded that it is possible, by making a bargain with the C.P.R. for the construction of the road, to secure conditions more favorable to the people of this country than is possible by any other way.

Suppose, for instance, the road was built by the Government, what have we to go to the C.P.R. with? Practically nothing. We could offer reciprocity in running arrangements, but what is there in that for the C.P.R.? It already has a route through to the Coast. And what could it be expected to concede to a competitor, for such, to all intents and purposes, an independent railway through the Crow's Nest Pass would be.

We maintain that under such conditions the people of Canada, through the Government, would have a weak case with which to approach the railway.

People cannot expect much generosity from an enemy when that enemy is occupying a position which it knows to be impregnable.

If on the other hand the Government goes to the C.P.R. with a proposition for it to build the road, it has collateral which would make it the stronger instead of the weaker party in a negotiation of this character.

This road must be built at some time and by somebody. If not by the C.P.R., then by the Government in all probability. And if not by the C.P.R. it will necessarily be by a competitor. That the latter should not exist is obviously worth something to the big transcontinental line. That is one species of collateral for the Government. But the greatest is the franchise. That is beyond all question.

Now then, with this collateral as a fulcrum on which the Government might rest its lever, it must be obvious to every fair-minded man that it is possible to produce much better results for both the people of Canada as well as those residing within the Kootenay country.

Canada wants the elimination, or at least the modification, of the clause in the C.P.R. agreement which prevents the Government having a voice in the control of the rates until they exceed 10 per cent. Cannot one or the other of these be secured as part of the payment which the C.P.R. will give in return for the franchise in question?

There must be some such concession by Van Horne's company. The Government of Canada must have a voice in regard to freight rates on the whole system as well as the Crow's Nest Pass line, or at least something of equal value.

This is the pivotal point which must decide the question as to whether or not the proposed line shall be constructed by the Canadian Pacific Company.

To allow that company to build the road

and to have a free hand in the matter of freights would be little short of criminal.

We believe it would be better for the people of Kootenay country, better for the people of Canada, better for the Dominion Treasury, that the Crow's Nest Pass Railway should be built by the C.P.R. But it would be worse, and not better, unless Government control is conceded as the price which that corporation is willing to pay for the privilege of constructing and owning the proposed route.

THE POSITION OF CURRANTS.

THE permanency of the present strength in the currant market is being daily more assured.

Stocks in Greece and the islands three weeks ago were only about 20,000 tons, or about one-third what they were a year ago, while the requirements of the consuming markets between now and August next will be something like 40,000 tons, thus establishing a deficiency of 50 per cent.

The principal stocks in Greece consist of Pyrgos and Calamata. Of Patras there is none of the present season's crop to offer, and stocks of good average Amalias and Provincials are restricted.

Up to Feb. 8 shipments of currants to the various consuming countries, compared with last year, were as follows :

	Tons.		Tons in 1896.
London	26,953	against	28,896
Liverpool	20,772	"	17,983
Outports	7,638	"	6,171
United States	11,142	"	10 561
Canada	1,220	"	1,446
Marseilles	1,111	"	10,146
North of France	3,136	"	10,492
North of Europe	22,001	"	16,891
Trieste	3,086	"	2,873
Australia	2,427	"	1,646
Russia	21,553	"	9,773
	121,039	"	116,878

No shipments, it appears, are being made to the English market from Greece, the Greeks having refused to ship in spite of the good prices being offered.

"Had such a state of things existed ten or fifteen years ago," remarks The Produce Markets' Review, London, "the price of Provincial currants would have been nearer 25s. than 15s., even under the present duty of 2s., as against 7s. which was then ruling."

Another feature of the situation pointed out by this same journal is the comparatively cheaper price ruling on currants compared with Sultana raisins, which are the chief competitor of that commodity.

IT IS TIME TO WAKE UP.

THERE are scores of manufacturers and merchants who never amount to much, because they lack the enterprise necessary to push their wares.

Many of them have a good article, but instead of acquainting the world of the fact, they say nothing, evidently expecting buyers will be so hungry for it that they will seek till they find.

A great many Canadians are peculiarly remiss in this respect. An incident which induced these remarks will serve as an illustration. A gentleman desired a certain article. He made enquiries at the leading houses handling it, but in every instance nothing but a United States product was shown him. As the price was higher than he felt called upon to pay, he did not purchase. He then made enquiries as to whether or not this particular article was made in Canada, and eventually he ascertained that there was one factory in a Western Ontario city that did so, but no one in Toronto seemed to be able to give any information as to price or otherwise. This article, too, it should be mentioned, is a staple one.

Acting upon the little information he could glean, the gentleman in question wrote to the manufacturer, and in return received a catalogue which astonished him. It showed that this factory turned out a beautiful and complete line of goods of the character desired. And yet the fact was not apparently known among the trade.

If you make or have a good thing in stock, push it. Advertise it. Let at least your own country know it.

Do not put your light under a bushel. People have neither the time nor the inclination to skirmish the country over for articles which its producers hide beneath their apathy. There are so many enterprising men knocking at their door seeking their custom that there is no necessity for them to do so.

The tortoise, it will be remembered, beat the hare. And very often inferior goods which are energetically pushed sell in much larger quantities than first-class goods, which, instead of being pushed, are practically left to themselves to get upon the market as best they can.

Canadians possess in an eminent degree the ability to manufacture and produce, but too many of them are deficient in ability and enterprise to acquaint the world of the fact.

It is time to wake up.

The new alien labor law in the United States is a coreless as well as a Corliss instrument.

SPURIOUS TEA LAW PASSES.

THE bill having for its object the prevention of the importation of spurious teas, outlined in a recent issue of THE CANADIAN GROCER, has received the endorsation of both branches of the United States Congress, and now only awaits the signature of President Cleveland in order to become law.

The most striking feature of the new bill compared with the law which now obtains is the establishment of a uniform system of inspection. Owing to the absence of this necessary condition in the present law teas rejected at one port were frequently shipped to Canada and reimported at some other port where the inspector's views were not the same as the one at the other port.

The new bill meets this difficulty by providing for sample standards with which importations may be compared and tested. These tests are to be made in various ways, including analyses when necessary, and all appeals are to be sent to a board of three of the general appraisers.

The Secretary of the Treasury is to appoint seven inspectors of tea at a compensation of $50 each per annum, each of whom shall be an expert, who shall fix and establish uniform standards of purity, quality and fitness for consumption of all kinds of teas imported into the United States. Samples of these standards are to be deposited in the Custom houses at New York, Chicago and San Francisco, and such other ports as he may determine. With these samples all importations are to be compared.

The bill provides for the enforcement of its provisions by excluding teas not coming up to the standard, and for the destruction of such teas as are reimported after having been once rejected.

It is expected that the president will sign the bill, and when he has done so the Board of Experts will be promptly appointed and the necessary samples will be obtained.

CANADA'S FOREIGN TRADE.

THE Trade and Navigation Returns for the fiscal year ending June 30th, 1896, have at last been issued.

They show that during the year there was a gratifying expansion of the country's foreign trade.

The aggregate trade was $239,025,360 against $224,420,485 in 1895, or an increase of about 6½ per cent.

The percentage of increase is about equally shared by both imports and exports, the imports being $118,011,508 against $110,781,682 in 1895, and the exports $121,013,852 against $113,638,803, or a gain of about 7¼ and 7 per cent. respectively.

But the greatest interest is wrapped around the exports. They have established a record, being the largest in the 29 years of the country's history. Compared with 1886 they are 42 per cent. larger, with 1876, 51 per cent. larger and with 1868, the first year after Confederation, 112 per cent. larger, not a bad showing after all. The aggregate trade (imports and exports) is about 26½ per cent. larger than it was in 1886, 31 per cent larger than in 1876 and 31½ per cent. than in 1868.

Based on exports and imports, our largest aggregate trade was with the United States. Next, of course, was Great Britain. But Great Britain was by far the greatest purchaser of our products, the exports of the Dominion to that country being $66,690,288, against $44,448,410 taken by the United States. Compared with the previous year, this is a gain of about 8.19 per cent. with the former country and 7.30 per cent. with the latter.

It is the imports from the United States which swell our aggregate trade with that country to the proportions it now is. Our purchases from the United States last year reached the total of $58,574,024, an increase of 7 per cent. over the previous year, and the largest on record. Our imports from Great Britain were $32,979,742. This is $25,594,282 less than from the United States, or over 43 per cent.

These are some of the chief imports for home consumption allied to the grocery trade, together with a comparison of the year 1895 :

	1896.	1895.
Almonds, shelled	$28,138	$26,360
Almonds, not shelled	35,133	30,950
Anchovies in various packages	56,920	57,945
Apples, dried	8,667	3,630
Apples green	52,134	46,554
Arrowroot and tapioca	31,383	32,908
Bacon, hams, shoulders, etc	135,870	85,871
Bananas	489,812	470,957
Beef extracts, etc	28,270	29,458
Biscuits	40,868	28,597
Blueing	18,591	16,481
Brazil nuts, not shelled	4,050	4,822
Broom corn	109,969	118,744
Brooms	1,646	1,121
Butter	49,101	44,592
Candles	30,341	34,884
Candy, confectionery, etc	75,782	70,340
Castile soap	28,302	18,542
Catsups and sauces	38,655	35,331
Cheese	17,567	22,183
Chicory, roasted	4,512	7,720
Cocoa	136,779	131,819
Cigars	214,122	210,456
Cigarettes	10,297	13,249
Coal oil	596,450	414,427
Canned meats and canned poultry and game	97,563	119,909
Coffee, green, n.e.s	17,190	20,804
" extract of, n.e.s	3,445	2,985
" roasted or ground, not imported direct	27,167	15,548
" roasted or ground and imitations	1,885	1,591
" condensed	366	351
" green, imported direct	629,218	574,023
Cornmeal	116,700	63,320
Cornstarch, etc	56,240	56,549
Cream tartar, in crystals	113,250	97,770
Currants, dried	129,474	111,944
Cranberries	32,286	9,979
Dates	26,166	30,745
Eggs	36,031	14,925
Figs	57,517	54,107
Fish and produce of	386,942	398,383
Fish, from Newfoundland	587,256	624,207
Fruits, in air-tight cans and other packages	39,812	30,412
Glucose or grape sugar	41,507	51,609
Honey	3,567	1,343
Jellies, jams and preserves, n.e.s.	37,785	27,258
Liquorice, paste	98,996	88,430
" in rolls and sticks	23,080	23,917
Macaroni and vermicelli	14,335	13,608
Mace and nutmegs	32,208	32,367
Melons	11,598	9,854
Milk, condensed	25,497	11,448
Molasses	820,879	743,425
Mustard, ground	64,868	65,414
Mustard, French liquid	1,977	705
Oatmeal	10,258	961
Oranges, lemons, limes	652,150	793,908
Pecans, not shelled and shelled peanuts	13,333	16,148
Pickles	68,569	65,001
Pineapples	52,471	62,456
Pork, barrelled	191,244	208,809
Potatoes	28,745	42,816
Potatoes, sweet, and yams	9,920	10,691
Provisions	663,263	658,486
Prunes	91,016	75,232
Raisins	320,760	353,631
Rice	122,192	98,849
Rice, uncleaned	108,477	199,620
Soda	315,710	336,058
Salt	24,550	29,881
Salt from G. B. and B. possessions or for use of fisheries	338,888	332,711
Saltpetre	55,628	32,282
Shoe blacking and shoemakers' ink	35,649	40,003
Soap, all kinds	246,070	206,618
Spices	154,391	162,707
Starch, including farina, corn starch, etc	56,240	56,549
Sugar, above 16 D.S	97,745	289,093
" not above 16 D.S	4,730,766	648,610
" (free)		6,703,359
Tea, black, dutiable	20,585	31,390
" green and Japan, dutiable	16,292	29,937
" black, imported direct	1,712,640	1,571,785
" green and Japan, imported direct	1,502,616	1,481,913
Vegetables, in cans or packages	30,286	37,359
Vinegar	10,199	8,649
Walnuts, not shelled	46,611	37,791
Woodenware, such as pails, tubs, etc	13,034	12,701

The chief exports, the produce of Canada, appertaining to the grocery and allied trades, together with a comparison for 1895, were as follows :

	1896.	1895.
Apples, dried	$ 47,975	$ 250,320
Apples, green	1,416,470	1,821,463
Bacon	3,802,135	3,546,107
Beans	258,446	425,283
Biscuits and bread	19,208	16,423
Butter	1,052,089	697,476
Cheese	13,956,571	14,253,002
Cigars and cigarettes	18,582	33,692
Clover seed	396,075	767,806
Coal oil	2,836	3,031
Canned corn	500	.....
Eggs	807,086	807,990
Fish	10,280,952	9,483,497
Flour (wheat)	718,433	839,112
Fruits (canned or preserved)	86,755	109,122
Grain and products of	8,097,308	8,766,259
Hams	579,833	260,602
Indian meal	4,392	3,092
Lard	12,872	104,130
Liquors	386,016	341,597
Maple sugar	51,499	9,040
Matches and splints	195,836	172,153
Meats, all kinds	5,372,190	4,705,343
Meats, canned	819,388	319,702
Oatmeal	364,655	276,310
Peas (whole)	1,131,187	1,622,919
" (split)	168,304	107,740
Pork	64,916	32,436
Potatoes	227,606	527,379
Rice meal	17,891	7,885
Salt	767	1,136
Soap	17,925	4,541
Starch	413	166
Salmon (canned)	2,536,755	2,009,413
" (fresh)	222,420	124,615
" (pickled)	42,686	40,810
Tallow	738	907
Tobacco	73,270	84,968
Vegetables (canned or preserved)	2,707	13,862
Whiskey	374,013	325,972
Wines	1,207	3,591

While we are quarrelling as to who shall build the Crow's Nest Pass Railway the Americans are stealing our trade.

THE FIG POSITION.

Concerning the position of figs, the Hills Bros.' Co. say in their last circular : "The demand for both layers and bags continues to improve. The total shipments to this port are fully 5,000 cases less than last season. Considering this fact, the market is remarkably low, and some improvement in values is almost certain to take place in the near future."

When You Want a Man's Trade

. . . . You tell him so.

Trade is only secured by asking for it. We realize this.

We want your trade. We emphasize this fact every week in THE GROCER.

Especially do we want your trade in **Flavoring Extracts.** These form but a very small proportion of your general stock, but it is just by being particular about the "little things" that trade is extended.

We say, honestly, that you cannot get better extracts than our **CROWN FLAVORS.** We want YOU to realize this. Don't take our word altogether for it. Prove it by sending for a sample lot. If our claim is not borne out by the goods ask for your money back. You will have it as fast as the mail (or telegraph, if you prefer) can carry it. Is anything fairer?

ROBERT GREIG & CO.

MONTREAL

LORIMER'S WORCESTERSHIRE SAUCE

The finest article of its kind for less money than anything on the market. . .

IT'S A GREAT SELLER

ROBERT GREIG & CO. Sole Agents for Canada **MONTREAL**

We are Agents

for Ontario and Quebec for...

MACONOCHIE BROS.

LONDON, ENG.

Their name the world over is famous for excellence in...

Jams, Marmalade, Fruits, Pates, Camp Pies, Potted Meats, Bloater Paste, Pickles, Sauces, Vinegars, Fresh Herrings, Kippered Herrings, Findon Haddocks, Herrings in Shrimp Sauce.

The best is not too good for your customers—these goods are the best, not the highest priced.

ROBT. GREIG & CO.

MONTREAL.

Import Agents for :::
MACONOCHIE BROS. for Prov. of Quebec and Ontario.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, March 4, 1897.

GROCERIES.

BUSINESS continues in much about the same condition as a week ago. If anything, it is not as good. Sugar has taken an easier turn in London and New York, and this has naturally left its influence on the local market, although prices are without change. Tea is still receiving the most attention, but the demand is not as active as it was. Currants are quoted higher locally and the primary market keeps strong. Canned tomatoes and peas are in fair request for this time of the year and there is a fair demand. Local wholesalers' prices are higher on "Horseshoe" salmon. Spices are still firm.

CANNED GOODS.

The situation continues strong in tomatoes and peas, and for peas alone some houses will not accept less than 75c. The demand for these is improving a little. Corn is weak. A demand for raspberries, strawberries and plums is beginning to pick up. "Horseshoe" salmon is getting reduced, and dealers are advancing their prices in consequence. Cheap salmon is in good demand, and the very low-priced stock appears to be pretty well cleaned up. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 70 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, $1.15 to $1.30; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50 to $1.55; cohoes, $1.15 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

The primary markets are, as a rule, quiet and lacking in life. Locally there is a fair demand for Rio coffee at quotations. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Some nice medium and dark syrups are offering, but the "street" is well supplied and they do not attract buyers. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The situation remains much as before, the market still being lacking in interest ing features. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Those who a couple of weeks ago were building their hopes on an improvement in the sugar market were doomed to disappointment. This week the turn has been anything but satisfactory. Europe started the weak turn on account of increased supplies of Cuban sugar, and New York follows. Beets are decidedly weak at the moment in London, and on Tuesday the price was the lowest in twelve months and within 2¼d. of the lowest point in their history. Since a week ago beet has declined 4½d. in London and cane 3d. On Monday all grades of refined sugar except the lowest grades declined ⅛c. in New York. The two lowest grades declined 1-16c. In Canada prices are unchanged, but business is dull. Granulated is now quoted at 4 3-16 to 4¼c. for 5 barrels and over, and at 4¼ to 4 5-16c. for less than 5 barrels; 3½c. per lb. upwards for yellows.

SPICES.

Mail advices under date of London, Feb. 20, state that Singapore pepper, pimento and cassia are particularly strong, with nutmegs 1d. dearer. Mace is stiffer in price. Owing to a decreased production in Singapore pepper it is thought that the demand will overtake the supply. Cloves are easier. We quote: Pure Singapore black pepper, 10 to

BUTTER TUBS

Best White Spruce

We are booking orders for Spring delivery, at special rates.

Write us

WALTER WOODS & CO.

HAMILTON

Brooms, Brushes, Paper, Twines

Grocers' Sundries

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal

For Price List.

Teas Come and Teas Go

BUT . . .

"SALADA"

CEYLON TEA

goes on increasing in popularity with the grocer, and with the consumer. Because it is the finest of all Teas, and it is guaranteed to give you better satisfaction than any other, or you can return it.

SALADA TEA CO.

25 Front St. East - - TORONTO
15 Niagara St. - - - BUFFALO
318 St. Paul St. - - - MONTREAL

It is useless . .

to attack **Surprise Soap**

Scores of attempts have been made to "down" it, but it knocks out all comers. Its quality, its ready sale, and the satisfaction it gives to every user, keep it ahead of all others.

BRANCHES—
MONTREAL : Board of Trade Building.
TORONTO : Wright & Copp, 51 Colborne St.
WINNIPEG : E W. Ashley.
VICTORIA : La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

12c.; pure white, 18 to 25c. ; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c. ; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb. ; allspice, 14 to 18c.; cassia, quoting 2½ to 3½c. for choice to fancy stock.

NUTS.

The condition of the market for nuts is still uninteresting. We quote : Brazil nuts, 11 to 12½c. ; Valencia shelled almonds, 18 to 22c. ; Tarragona almonds, 9½ to 11c. ; peanuts, 10 to 12c. for roasted and 7 to 10c. for green ; cocoanuts, $4.50 to $5 per sack ; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots ; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

The demand is moderate for the lines enumerated below. We quote: Rice, Standard "B," 3¼ to 3½c. ; imported Japan, 5¼ to 5¾c. ; tapioca, 3¼ to 4½c. ; sago, 3½c.

TEAS.

The London market keeps firm on Indian and Ceylon teas, and some improvement is to be noted on the New York market. Locally there is a gradual falling off in the demand. Mail advices from London under date of Feb. 19 state that auctions of Indian tea were beginning to be on a smaller scale, and "last of the season" invoices were being catalogued freely. The same advices say in regard to Ceylon tea that the demand was steady, all grades being taken freely by the trade. Ruling prices on the Toronto market to retailers are : Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades ; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades ; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades ; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Local wholesalers have this week marked up their figures on currants. There does not appear to have been any further change in prices in the primary market, but values still rule strong. The local demand is fair for the season. We quote : Provincials, 4⅜ to 4½c. in bbls.; fine Filiatras, in bbls., 4½ to 4¾c.; do., half-bbls., 4½ to 4¾c.; Patras, 5 to 5¼c. in bbls., 5⅛ to 5¼c. in half-bbls., and 5⅛ to 5½c. in cases; Vostizzas, cases, 6 to 8c.

Valencia raisins are quiet and unchanged. We quote : Off-stalk, 5 to 5¼c. ; fine off-stalk, 5¾ to 6c. ; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are dull. We quote : 3-crown, 7½c.; 4-crown, 8 to 8½c.

Malaga raisins are quiet. We quote : Dehesa clusters, $3 to $4 ; Non Plus Ultra, $5 to $5.50 ; Imperial bunches, $4.50 to $5 ; Imperial Russian clusters; $4.50 to $5.

Figs continue dull. Wholesale quotations are : 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¾ to 4½c. ; natural, 4½c. in bags, and 7c. in boxes.

Dates continue quiet. We quote : 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

Holders of California prunes on the Coast report that the market there is stronger than in the East, and that they are unable to buy at the figures which are quoted in the latter part of the country. Bosnia prunes continue dear, with business light. We quote : Bosnias, U's (110 to 113 half kilo), 6 to 6½c. ; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb. ; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 11½ to 12½c.

The demand for California evaporated fruits continues to improve, although but slightly. We quote : Peaches, 7 to 10½c. per lb., according to quality ; apri-

BUTTER, EGGS & POULTRY

Quick Sales and Prompt Returns

Graham, McLean & Co.

Produce Commission Merchants

77 Colborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 Jarvis St. . . TORONTO.

WANTED

A First-Class Agency for

TEAS

Ceylons, Indians, China Blacks, Japans. From direct importers and shippers.

Write

E. NICHOLSON

124 Princess Street, Winnipeg,

Successor to W. F. Henderson & Co.

Wholesale Commission Merchants

Established 1882

J. F. ROGERS

16, 18 and 20 Francis Street TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC.

Kettle-rendered Lard of best quality.

..Preservatives and Seasonings a specialty..

Bitter **ORANGES**

For Marmalade.

LEMONS

For "La Grippe"

CLEMES BROS., - Toronto

51 Front Street East.

cots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

GREEN FRUIT.

Valencia oranges are quoted about 50c. per box higher by local wholesalers. The demand for oranges is fair, and with warmer weather the trade naturally look for an improvement. The demand for lemons is moderate and prices are unchanged. Bananas are not much wanted. A further advance is to be noted in onions. We quote: Oranges—Valencias, ordinary, 420's, $4 to $4.50 per case; large 420's, $5.50 to $6; 714's, $4 to $4.50 per case. California navels, $3.50 to $4. Lemons—Messinas, $2.25 to $2.50 per box for fancy, and $1.75 to $2 for choice; cocoanuts, $3.75 a sack and 60c. per doz.; apples, 75c. per bbl. for greenings and Baldwins, and $1.25 to $1.50 for Spies; onions, $1.50 per 80 lb. bag for Danvers; cranberries, Cape Cod, $5 to $7 per bbl. and $2.50 per case; Canadian cranberries, $4 to $5 per bbl.; bananas, $1.25 to $1.75.

BUTTER AND CHEESE.

Butter—The condition of the market is worse rather than better as far as dairy butter is concerned. Bad butter appears to be coming upon the market in larger quantities than ever, while really choice is scarce and wanted. Creamery butter is in good demand. There was a little firmer feeling as to price, but it has eased off a litle during the last few days. We quote: Dairy butter—Tubs, 11 to 12c. for good to choice; low-grade to medium, 7 to 8c.; pails and crocks, 11 to 12c.; large rolls, 12 to 13c. for good to choice, and 8 to 9c. for low-grade to medium; pound prints, 13 to 14c. Creamery—Tubs, 19 to 20c.; 1-lb. blocks, 20 to 21c., according to make.

Cheese—The British market is a little lower, on account of heavy shipments, but locally the conditions are much as before. The idea as to price for late makes is 11½ to 12c. We hear of one bid of 11¾c. for 100 boxes of fine cheese being refused.

COUNTRY PRODUCE.

Beans—The market is still dull. Ordinary mixed lots are quoted by wholesalers at 40 to 50c. per bushel, and choice hand-picked at 75 to 80c.

Dried Apples—In the absence of demand the market is week. Choice are quoted by wholesalers at 2¼ to 2½c., and fancy at 3 to 3½c.

Evaporated Apples—Are in much the same condition as dried apples. Wholesale

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold hy all the Leading Wholesale Houses

CUT TOBACCOS . . . .

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

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Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . .

140 Princess St. Market Square WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

"SHIPPERS ATTENTION"

Reference—Bradstreet's.

Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

Established 1892.

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST - TORONTO.

JAPAN JAVA

MOUNT ROYAL

RICE

MILLS BRAND

PATNA BURMAH

D. W. Ross Co., Agents.

G.F.& J.GALT 42 SCOTT St TORONTO. PACKERS OF THE CELEBRATED BLUE RIBBON TEAS

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

quotations are: Quarters, 2¾c.; sliced, 3c.; best brands, 4c.

EGGS—The demand is being fairly well maintained, and prices are much the same as a week ago. Receipts are fairly liberal. The idea as to price for fresh eggs is 14c., and for pickled 10c.

POULTRY—The supply is still light, with prices steady. We quote: Chickens, 30 to 50c. per pair; turkeys, 9 to 10c. for bright stock; geese, 6 to 7c.; ducks, 50 to 70c.

POTATOES—Continue dull at 21 to 23c. in carload lots on track; out of store, 30c. is the idea.

MAPLE SYRUP—The demand is fair for the season at 75c. per gallon.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts are moderate and prices much about the same as a week ago. We quote: Wheat, 76 to 77c. for white and 74 to 75c. for red, and 63 to 64c. for goose; oats, 21 to 22c.; peas, 40 to 41c.

FLOUR—Trade is quiet and prices remain much as before. We quote in carloads on track, Toronto: Manitoba patents, $5.05; Manitoba strong bakers', $4.65; Ontario patents, $4.40 to $4.75; straight roller, $3.85 to $4, Toronto freights.

BREAKFAST FOODS — Business is dull and prices lower. We quote: Standard oatmeal and rolled oats, $2.60 in bags and $2.70 in bbls.; rolled wheat, $2.50 to $2.60 in 100-lb. bbls.; cornmeal, $2.25 to $2.50; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH AND OYSTERS.

Business is not yet appreciably feeling the Lenten season. The demand is light and prices much the same as a week ago. We quote: White fish, 6c.; ditto in kegs, $4.50; trout, 5½c.; ditto in kegs, $4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.25 to $2.50 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, $1 per 100; fresh water herring (heads off), $2.50 per keg; smelts, 6 to 9c. Oysters are quoted at $1.25 for standards, and $1.65 for New York counts.

PROVISIONS AND DRESSED HOGS.

There is a firmer feeling in provisions in sympathy with the higher values ruling on hogs. The demand is fairly good, and rather better than was expected. Dressed hogs are quoted at $6 for light weights of 100 to 150 pounds, and heavy hogs at $5. Small hogs are scarce and in brisk demand.

DRY SALTED MEATS—Long clear bacon, 5¼ to 5½c. for carload lots, and 5¾ to 6c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9 to 9½c.; medium, 15 to 20 lbs., 10c.; small hams, 10½c.; backs, 9½c.; shoulder hams, 6½c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6c.; tubs, 6¼c.; pails, 6½c.

BARREL PORK—Canadian heavy mess, $12; Canadian short-cut, $12 to $12.50, clear shoulder mess, $10.

SALT.

There is not a great deal doing. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Buyers and sellers are apart and quotations are nominal. Alsike is quoted at $3 to $4 per bushel f.o.b. at outside points for good to choice; timothy, $1 25 to $1.40 at outside points for machine threshed, and bright unhulled at $1.75 to $2; red clover, $4.40 to $4.80 for prime to choice.

PETROLEUM.

Business continues fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Continue firm, with cured quoted at 7¾ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5 to 6c. for No. 2. Sheep and lambskins, $1 to $1.10.

WOOL—The market is dull and prices unchanged. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

The price of glucose has been advanced 4c. per lb.

Sugars are lower in both London and New York.

Wholesalers are quoting "Horseshoe" salmon higher at $1.50 to $1.55.

Advices from New York report the currant market there advancing with ¼c. per lb. more asked for currants in bond.

The new Fraser River fish is opening very well indeed, and although the pack of talls was very short and the price in consequence high, buyers will be compensated by receiving exceptionally fine quality of fish.—Produce Markets' Review, London.

Speculators and others are looking over the tea market for low-grades, those at about 8 to 10c. in value, with impression that their production will fall off if the bill becomes a law, and which seems probable, to restrict the importation of spurious and adulterated qualities. They are offering firm prices, but find sellers with more confident views. —N. Y. Journal of Commerce.

WE ARE *PAYING CASH* **FOR** **DRIED APPLES**

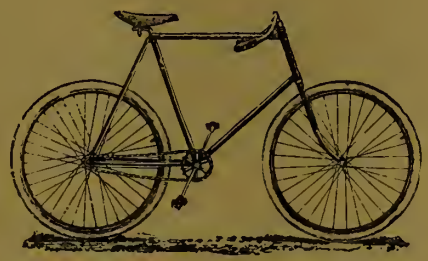
W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. Toronto

Spices and Bicycles

WE ARE AT IT AGAIN !!!

LAST YEAR

we sold hundreds of our customers a Bicycle with a bill of Pure Ground Spices, and all were delighted.



THIS YEAR

we can sell you a better Wheel than ever in the same manner.

Goods and Wheel Guaranteed.

WRITE US A POSTAL FOR FULL PARTICULARS.

THE TORONTO COFFEE & SPICE CO. LTD.

H. H. SUYDAM, PRES. J. D. ROBERTS, VICE-PRES. J. A. WATSON, SEC.

QUEBEC MARKETS.

MONTREAL, March 4, 1897.

GROCERIES.

THE grocery market has ruled rather quiet this week, but there have been few important changes except in pickled fish, which, strange to say, despite the advent of Lent, have declined sharply under very liberal receipts. Sugar, though quotably unchanged, has an easy feeling, and the same can be said of molasses and syrups. Tea and coffee are quiet and steady, while spices exhibit a very firm feeling, especially black and white pepper. Canned goods have met a fair demand and tomatoes are very firm. Dried fruits are featureless.

SUGAR.

The easiness outside has not caused any quotable change in the local sugar market, but the feeling is only steady. Demand is not brisk at the moment, but sellers believe that it will soon improve, as stocks generally throughout the country are reported to be very light. At the refineries granulated is held at 4 to 4⅛c, and yellows 3¼ to 3⅜c. In a jobbing way we quote : Granulated, 4¼c., and yellows, 3⅜ to 3⅞c.

SYRUPS.

There was no change in the syrup market, sales being still slow and the market featureless and steady. We quote 1⅜ to 2¼c., as to grade, but round lots can be had at 1⅜ to 1⅞c.

MOLASSES.

There has been little change in molasses during the week. The demand on spot continues slow and the feeling is somewhat easier in sympathy with the above, but in the absence of any large transactions prices are difficult to quote. Some holders of Barbadoes are offering round lots at 27c. and would accept even less for 500 puncheons.

RICE.

Business in rice continues quiet and the market on the whole is dull, with no change to report. We quote : Crystal Japan, $5 to $5.25 ; standard B., $3.50 ; Patna, $4.50 to $5.25; Carolina, $6.75 to $7.75 ; choice Bermuda, $4, and Java kinds, $4.25.

SPICES.

The spice market is decidedly strong, especially for pepper. Demand rules on the quiet side, however, despite the strength. We quote as follows : Pure black pepper, 8 to 10c. ; pure white, 12 to 15c. ; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

The demand for coffee shows no improvement and the market is quiet with a very small jobbing trade doing. We quote : Rio, 15½ to 17c.; Santos, 16½ to 17c.; Maracaibo, 18c.; Java, 24 to 26c., and Mocha, 24 to 26c.

TEAS.

The tea market has been rather quieter this week, but the tone is firm and values are all firmly held. We quote : Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades ; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades ; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

The demand for Valencia raisins is light but stocks are small and prices firm. We quote : Ordinary off-stalk, 5¼ to 5½c. ; fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

California raisins move along quietly : 2-crown, 6½ to 6¾c. ; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Sultana raisins are steady and unchanged at 7 to 12c., as to quality.

Currants continue firm but business is light. We quote : Provincials, bbls., 4c.; half-bbls., 4¼c. ; cases, 4⅜c.; half-cases,

4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

There has been a fair trade in prunes, prices ruling firm. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

The fig market is quiet at 7 to 10c.

Dates continue steady at 5½ to 6c.

Evaporated fruits are dull but steady. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

CANNED GOODS.

There has been a fair enquiry for peas, corn and tomatoes, and stocks of the latter are extremely light. We quote: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $2.75 to $3 for 3's, $1.75 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

There has been a fair demand for all kinds of fresh fish since last report. In pickled fish values have an easy tendency, some declines being noted. Labrador salmon are down 50c. to $1; B.C. salmon, 50c.; green cod 25 to 50c., and green haddock 35 to 50c. We quote, in a jobbing way: Labrador salmon, small, $12; B.C. salmon, $11.50 to $12; No. 1 green cod, large, $5.25; No. 1, $4.40 to $4.50; No. 2, $2.75; No. 1 green haddock, $2.75; No. 1 N.S. herrings, $3.75 to $4, and No. 1 lake trout, $4 to $4.50; No. 2 mackerel, $11.

Weakness in Manitoba whitefish continues the chief feature in fresh fish, prices declining another cent per pound. We quote as follows: Haddock and cod at 3 to 3¼c.; steak cod, 3½ to 4c.; smelts, 3 to 5c.; salmon, 11 to 12c.; Manitoba pike, 3½ to 4c.; dore, 5 to 5½c.; white fish, 5½c., fresh herrings, 90c. per 100.

There has been a better demand for smoked fish, and a fair trade is reported at steady prices. We quote: Yarmouth and bay bloaters, 85c. to $1 per box; kippered herrings, $1.00 to 1.25 and smoked herrings 10 to 12c. per box.

Dried and boneless fish are moving slowly. Prices show no change. We quote: Cod, $3.75 to $4 per cwt.; pollock, $1.65 to $1.75 per 100 lbs.; skinless cod, $5 per 100 lbs.; boneless cod, 5½c. per lb., and fish, 3c. per lb.

GREEN FRUIT.

The green fruit market is dull and generally unchanged. We quote: California oranges, $4 to $4.25 per box; Florida oranges, $5 to $5.50 per box; Valencia oranges, $3.50 to $3.75 per box; lemons, $1.75 to $2.50 per box, and $5 per chest; cranberries, $1 to $5 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, $7.50 to $8; bananas, $2 to $2.50; pineapples, 10 to 35c. each.

APPLES.

Apples are quiet and rather heavy in price. We quote: No. 1, $2, and lower grades down to 50c.

DRIED APPLES.

Continue much as last reported at 3 to 3¼c., and evaporated, 4c.

COUNTRY PRODUCE.

EGGS—The tone of the egg market was steady, and as the demand was only for small lots business was quiet. We quote: New laid, 15 to 16c.; Montreal limed, 10½ to 11c.; and western limed and held fresh, 8 to 10c. per dozen.

POULTRY—The demand for poultry is fair, but owing to the continued light offerings trade is quiet and values firm. We quote: Turkeys, 9 to 10c.; ducks, 8 to 8½c.; chickens, 7 to 7½c., and geese, 6 to 7c. per lb.

BEANS—There was no change in beans, prices being about steady, and sales slow at 60 to 65c. in car lots, and at 70 to 80c. in a jobbing way.

POTATOES—The demand for potatoes was slow at 35 to 40c. per bag in car lots, and at 45 to 50c. in a small way.

PROVISIONS.

The demand for provisions continues of a a limited character, and the market is quiet, with no change in prices to note. We quote: New packed Canadian pork, $11 to $12; old at $10 to $10.50 per bbl.; pure Canadian lard, in pails, at 5½

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TWIN CHEESE
STILTON CHEESE
"STAR" CREAM CHEESE
"PEPSIN" CREAM CHEESE
"MEADOW SWEET" CHEESE

Write for quotations.

F. W. Fearman
HAMILTON
HAMS, BACON, LARD.

to 6c., and compound refined at 4½c. per lb.; hams, 9 to 11c., and bacon, 8½ to 9½c. per lb.

There was no change in the situation of the dressed hog market, business being quiet and prices firmly held, owing to the small offerings. We quote: Light, $5.50 to $6 per 100 lbs., in car lots, and $6.25 to $6.75 in a jobbing way; heavy, $4.60 to $4.75 in car lots, and $5 to $5.25 in a small way.

FLOUR, MEAL AND FEED.

There was nothing new to note in the situation of the flour market. The demand is purely of local character, and the volume of business doing is small at about steady prices. We quote: Winter wheat patents, $4.45 to $4.70; straight rollers, $4 to $4.25; and in bags, $1.95 to $2.05. Manitoba spring wheat patents, $4.90 to $5.05; and strong bakers', $4.25 to $4.75.

The feed market is moderately active, and the demand is reported fair by millers at $12 for Manitoba bran and at $13 for shorts per ton, including bags. Ontario white wheat bran is offering by local dealers at $10 to $10.50 per ton in bulk.

The demand for oatmeal continues slow, and the market is quiet and easy at $2.90 to $3 per barrel for rolled oats, and at $1.45 to $1.50 per bag.

There was no change in hay, business being slow and prices easy at $8.50 to $9 for No. 1, and at $7.50 to $8 for No. 2 per ton in car lots.

HAY.

The hay market has ruled easier since last report. We quote: No. 1, $8.50 to $9 and No. 2, $7.50 to $8.

CHEESE AND BUTTER.

There is nothing doing in cheese, business being practically wound up until the new season opens.

Trading in butter consists of a small jobbing business, and prices rule steady at 18 to 19c. for creamery and 11 to 13c. for western roll dairy.

MONTREAL NOTES.

The sugar market has a rather easier feeling, though there is no actual change.

Round lots of molasses are offered at 27c.

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is the cleanest, best and most nutritious seed in the market. All wholesalers.
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and one holder is a seller of 500 puncheons for less.

There have been sharp declines in many staple lines of pickled fish, despite the advent of Lent.

Mr. L. Adheimar Delorme, of the firm of Laporte, Martin & Cie., has been sworn in as a justice of the peace by Mr. L. W. Sicotte, Clerk of the Crown.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., March 4, 1897.

THE two dull months of the year are gone, and from now a better business demand is expected. Among grocery merchants there is very little talk of the profits of the past year. All dealers seem in about the same position, and in that they find some comfort. This state of affairs is largely due to the falling markets in sugar, molasses, beans and pork. Tea continues to arrive in large quantities. There was some excitement among the importers on account of the accident to the steamer Damara, but her cargo (which was largely tea) is being forwarded, and it is said is very little damaged. The tea arriving is being largely shipped through the county, the outside dealers buying freely. Cream of tartar in the original markets tends rather easier. Smoked herring, which during the last two years have been very low and plentiful, are at the moment very scarce here, and prices are held firm. In brooms prices are rather higher than last season, and tending upward.

OIL—As noted last week, the expected change in duty is affecting demand, dealers buying from hand to mouth. This is particularly true of burning oil, in which at best the large demand for this season is over. Orders for lubricating for spring delivery come in quite freely. The change, if any, favors firmer prices. We quote: Best American, 19½c.; best Canadian, 18¼c.; prime, 16c.

SALT—The cargo of six thousand bags, spoken of last week, is finding a more prompt sale than was expected, one reason being the importer was able to sell at a low figure while cargo was landing. The Liverpool steamer also brings the usual quantity each week, and market is in this way kept well supplied; so much so that the outside demand will be supplied much earlier than usual. The demand for Canadian salt is still light, but with the opening of the dairy and cheese business there will be increased demand. The Canadian salt is the chief table salt used here. We quote: Coarse, 45 to 50c., factory-filled, 85c. to $1: 5-lb. bags in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 to $2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, $2 per case of 2 doz.; Canadian fine, $1.

CANNED GOODS—There is little change. Canned meat men begin to look for spring orders. There is little change in price, but the feeling is for higher prices, if any change is made. The season in canned haddies has not been altogether satisfactory, the production increasing faster than the demand, which has caused a cutting in price. The quality of these goods should cause a better sale than there is. Domestic canned clams and sardines show a better demand from the west. There are practically no domestic sardines sold in the local market. Vegetables, except corn, tend higher, and so do peaches. Plums are offered quite freely, but sale here is small. We quote: Corn, 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, $1.80 to $1.90; corned beef, Canadian, $2.25 to $2.35; American, 2-lb. tins, $2.40 to $2.50; 1-lb. tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.34 to $1.45; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.90 to $2; pineapples, $2.25 to $3; salmon, $1.30 to $1.40; lobsters, $2.20; haddies, $1.25 to $1.30; clams, $5 for 4 doz.; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.; American peaches, 3's, $2.25.

GREEN FRUIT—There is a continued improvement in the sale of this class of goods. Even apples, if good stock, are bringing better prices. Shippers have been much encouraged by late returns from the English market. Lemons keep very low. In fruit oranges show best demand. Californias and Valencias show little change. The sale of Floridas is small; in fact, it is hard to get the real thing. Cranberries continue very dull and low. In bananas the movement is still small. Lettuce sells quite freely. We quote: Lemons, $2.55 to $3; Valencia oranges, $3 to $3.50 per case; California oranges, $4 to $5; Florida oranges, $4 to $6; apples, $1 to $2.50 per bbl.; cranberries, Cape Cod, $3 to $5 per bbl.; bog cranberries, native, $2 to $4; pines, $1.50 per doz.; bananas, $2 to $2.50.

DRIED FRUIT—There is a better business doing. Prices are held firm and the outlook is good in all lines, except dried apples, in which there is no business; evaporated apples, in which quality is much poorer than usual, and California prunes, which although in limited sale show better demand. As regards prunes there seems less demand than usual. Values are higher, that is, the French and Bosnia. Dates are light stock and held firm. The seeded muscatels which are now here in cartons, 36 in a box, are having a good sale. They interfere with the sale of raisin seeders. Onions are light stock but equal to demand. They hold firm at the advance of 75c. over the price during the winter. We quote: Valencia raisins, 5 to 6c.; layers, 6½ to 7c.; California 3-crown L.M., 7½ to 7¾c.; 4-crown, 8¾ to 9c.; London layers, $1.75 to $2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6 to 6½c.; prunes, 5½ to 6c.; California, 6 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4½ to 5c.; onions, $2.50 to $3.

DAIRY PRODUCE — Cheese begins to strengthen in price, having advanced one-half to a cent during the last two weeks. Price here had been lower than at outside points owing to light demand, but stocks being very light the improved movement has caused the advance. Cheese men look forward to a much better year this year than last. Butter dull. Ontario butter offered very low. Market dull except for best quality. Eggs have fair sale but prices are easy. We quote: Dairy butter, 16 to 18c.; creamery, tubs, 19 to 20c.; prints, 20 to 22c. Cheese, 10½ to 11c. Eggs, 15 to 16c.

SUGAR—Prices continue firmer, and there are fair sales reported. The uncertainness of tariff changes is felt in this market, and some are buying quite largely. Refineries will not sell ahead. We quote: Granulated, 4 to 4⅛c.; yellows, 3⅜ to 3¾c.; Paris lump, 5¼ to 6c.; powdered, 5¾ to 6c.

MOLASSES—At present the outlook is for low molasses, and much smaller importations than last season, particularly Barbadoes, which, while three years ago it was the favorite and almost the only molasses here, is now (owing to falling off in quality) hard to sell, Porto Rico and New Orleans taking its place. There is still quite a quantity of Porto Rico and Barbadoes here, and new Barbadoes is expected very soon. While the stock of New Orleans is light, a quantity arrives each week. We quote: Barbadoes, 25 to 27c.; Porto Rico, 27 to 30c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.

FISH—There is a fairly steady demand, chiefly now for pickled and dry. Lent is causing some stir, but not the difference it did a few years ago. Quite a demand for boneless fish from the west has been noticed. Smoked herring have been scarce here this week, and prices are held firm. In frozen fish there has been but quiet business, and the season is about over. Lobsters are very scarce, the smaller ones are being used by the canneries, and it pays better to sell the large ones in other markets. We quote: Large cod, $3.25 to $3.50; medium, $2.75 to $3; pollock, $1.20 to $1.25; bay her-

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are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

ring, $1.35 to $1.40 per half-bbl.; smoked, 5 to 6c.; shad, half-bbl., $5 to $5.50; boneless, 2½ to 8c.; frozen herring, 60 to 70c. per 100; bloaters, 50 to 60c. per box; kippered, 90 to $1 per box; Barrington herring, $3 to $3.25 per bbl.; Shelburne, $3.50 per bbl. Frozen cod, 2 to 2¼c. per lb.; pollock, 1 to ¼c.

PROVISIONS — There is little change. Lard is being offered by some houses west very low, while others hold firmly to their price, there being a range of from ½ to ¾c. The low price of pure has affected the sale of compound—always a limited sale here. Pork keeps low and beef shows little or no change. Smoked meats show a rather better sale. We quote: Clear pork, $13 to $14; mess, $12 to $13; plate beef, $11 to $12; hams, 10 to 11c.; rolls, 7 to 8c.; pure lard, tubs, 6¾ to 7c.; compound, 6¼ to 6¾c.

FLOUR, FEED AND MEAL—In flour, the easy feeling continues and tends to check demand, which otherwise, at this season, would be quite large. In oatmeal, as in flour, the tendency is downward. There is but a fair sale. Cornmeal still has a large sale at the extreme low price quoted. Beans, of which the stock held here is quite large, seem to have touched bottom; at least, some large western shippers refused offers at a price they accepted last week. Of late practically no prime beans have been sold here. Feed and hay show a light sale. Carleton County hay continues to find a better price in the American market than here, but Carleton County oats are low. We quote as follows: Manitoba flour, $4.35 to $5.40; best Ontario, $4.80 to $4.90; medium, $4.35 to $4.40; oatmeal, $3.15 to $3.25; cornmeal, $1.80 to $1.90. middlings, $14 to $15; bran, $13.50 to $14; oats, 32 to 35c.; hay, $11 to $12; barley, $3.10 to $3.25; round peas, $1.10; split peas, $3.10 to $3.25; beans, hand-picked, 90 to $1; prime, 85 to 90c.; yellow eye beans, $1.25 to $1.50.

ST. JOHN NOTES.

It is said Mr. Arthur Everett is to be appraiser in the place of the late Mr. David Hall.

A find of gold and silver is reported near St. John, at Spruce Lake. It is said a test of ore shows a yield of $50 per ton.

Custom receipts for February exceed those of the same month last year, the figures being $3,466 and $71,743 respectively.

Lent has brought to John Sealey an increased demand for all kinds of fish for the west, particularly boneless fish, for which grade he has a large sale.

An effort is being made in Woodstock, Carleton, to establish a canning factory there. The Board of Trade has taken hold of the matter, and, from the present outlook. it is thought the effort will succeed.

Mr. J. K. McCargar and Mr. F. W. Brenton, the well-known cheese manufacturers of Belleville, passed through St. John this week bound for England. They feel confident of a good season's business during the coming year.

While the larger quantity of apples from the Annapolis valley are shipped to the English market via Halifax quite a few come this way, about 1,000 barrels passing through this week. It is said there are still left for shipment in the valley upwards of 50,000 barrels.

The cargo of the steamer Damara, which steamer was injured coming out of London, is to be forwarded at once by another steamer. The cargo, which consisted largely of tea, received little, if any, damage. That there may be no delay in shipping the outward cargo for this steamer from St. John, the Furness people are sending out the steamer Cundall. She is due about March 10.

The yearly report of the People's Bank of New Brunswick at Fredericton is one very satisfactory to the stockholders. After paying a dividend of 8 per cent. the statement showed a surplus of $10,000. The following officers were elected: President, Hon. A. F. Randolph; vice-president, A. H.

A Comparison

That is, a taste of one and a taste of the other, will show you at once the difference between . . . .

MacLAREN'S IMPERIAL CHEESE . . .

and any other cheese in the world. We fear no comparison : on the other hand, we are willing to have our cheese subjected to any test, for we know that in point of flavor and keeping quality it is **PERFECTION.**

Have you seen our New Holder ?

A. F. MacLAREN & CO. - TORONTO.

Heinz's Pickles.

One of the first condiments packed by us was Celery Sauce, a palatable and wholesome relish for steaks, chops, etc. It is an excellent base for chicken, salmon and lobster salads. It contains all the curative properties of the fresh celery plant, which is prescribed by eminent physicians for all types of nervous debility.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

Randolph ; cashier, John W. Spurden. Like the other two New Brunswick banks, this bank has but the one office.

The steamer Taymouth Castle, for the West Indies, had a full compliment of cargo from here, among which was some 600 barrels potatoes, 2,000 boxes smoked herrings, and 150 barrels beans, besides which was quite a quantity of pork, lumber, dry and pickled fish.

HAVE YOUR OWN WAY.

MAN is not merely the architect of his own fortune, but he must lay the bricks himself. Bayard Taylor, at 23, wrote : "I will become the sculptor of my own mind's statue." His biography shows how often the chisel and hammer were in his hands to shape himself into his ideal. "I have seen none, known none, of the celebrities of my time," said Samuel Cox. "All my energy was directed to one end, to improve myself."

"Man exists for culture," says Goethe ; "not for what he can accomplish, but for what can be accomplished in him."

Labor is the only legal tender in the world to true success. The gods sell everything for that, nothing without it. You will never find success "marked down." The door to the temple of success is never left open. Every one who enters makes his own door, which closes behind him to all others.

Circumstances have rarely favored great men. They have fought their way to triumph over the road of difficulty and through all sorts of opposition. A lowly beginning and a humble origin are no bar to a great career. The farmers' boys fill many of the greatest places in legislatures, in syndicates, at the bar, in pulpits, in Congress, to-day. Boys of lowly origin have made many of the greatest discoveries, are presidents of our banks, of our colleges, of our universities. Our poor boys and girls have written many of our greatest books, and have filled the highest places as teachers and journalists. Ask almost any great man in our large cities where he was born, and he will tell you it was on a farm or in a small country village. Nearly all of the great capitalists of the city came from the country. "'Tis better to be lowly born."

MEXICAN ORANGES.

The yield of oranges in Mexico, says a consular report, varies very much—soil, climate, proper irrigation, pruning and cultivation being important factors in determining the extent of the crops. In Atlixco, Yautepec and Tacambaro the trees average 860 oranges each, but in Atotonilco, Montemorelos and Hermosillo the average yield is from 1,700 to 2,200 oranges per year, producing one crop a year. With the advantages of climate and soil, the tree in Mexico should yield from 5,000 to 8,000 oranges.

IN CREDIT MATTERS NEVER GIVE WINGS TO RUMORS.

Damaging truths are bad enough, says a contemporary. Damaging untruths—or truths perniciously exaggerated or purposely colored—are worse still. In these times, when business confidence is none too firmly established, it ill becomes any man to endanger by word or insinuation the confidence that may exist between creditor and debtor. Many a bank has gone down in consequence of a run excited by false alarm; and the shores of commercial history are strewn with the wrecks of countless firms whose downfall was brought about by the sudden commercial demands of suspicious creditors.

Business is built on credit.

Credit is built on confidence.

There is no surer way of undermining a man's business than by giving credence to and circulating rumors about him. The man who stealthily applies the torch to a building is no more despicable than he who applies the firebrand of distrust to the reputation of a business establishment. It is with this thought that we say that those men who indiscriminately disseminate uncorroborated rumors are guilty of an act for which there should be a fitting punishment.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

BART. COTTAM & CO.: "I see by your 'Hints to Buyers' in your last issue of THE CANADIAN GROCER that several shipments of Cottam's bird seed had just been made to firms in Montreal, but this announcement, while true, was not made by us. If we were to announce every shipment made the space devoted to 'Hints to Buyers' would be too small. Our shipments are made daily to all parts of the Dominion and last year our sales exceeded the output of any previous year, and in some instances more than double. We are too modest."

New orange marmalade in 7-lb pails is in store with H. P. Eckardt & Co.

W. H. Gillard & Co. advise that a few grocers' show cases are yet unsold.

Robert Greig & Co. have just received a large shipment of Keopff's family gelatine.

Direct shipments of Ceylon teas are arriving this week for The Davidson & Hay, Ltd.

Choice family natural figs in 28-lb. boxes are being offered by W. H. Gillard & Co. at bargain prices.

Dawson & Co. have taken into stock shipments of "Golden Apple" and "Palm Date" California oranges.

The Davidson & Hay, Ltd. report a good demand for their choice, cleaned currants in 1-lb. and 3-lb. cartoons.

The Eby, Blain Co., Ltd., call attention to their special blend of "Lion" tea, which they are advertising this week

The Davidson & Hay, Ltd., are showing a very nice sample of Demerara sugar which they have in stock this week.

Calder's fleecy cod, a nice line for Lenten fish cakes, is now in stock with Robert Greig & Co. It is put up in packages to retail at 10c.

John Sloan & Co. are receiving a shipment of pork and beans in tomato sauce, which they are offering at $1 per dozen 1-lb. flat tins.

The Eby, Blain Co., Ltd., are introducing a pure wheat farina. It is put up in cases of 2 dozen and can be retailed at 10c. per 1-lb. package.

Shipments of Japan Gunpowder and Pekoe Japans are in stock this week with The Davidson & Hay, Ltd. who are offering these teas at tempting prices.

The Toronto Coffee and Spice Mills are making arrangements whereby purchasers of certain quantities of their spices will be given a light driving wagon, manufactured by Gray & Co., of Chatham. See their advertisement next week for particulars.

H. P. Eckardt & Co. are making a specialty of all kinds of fish for the Lent trade, flitched codfish being an exceptionally good seller at present.

The F. F. Dalley Co. state that they have placed several large orders for spring delivery for "English Army" blacking, and they expect to take a good many more before navigation opens.

"We are making a special drive this week on California evaporated fruit in bags, consisting of peaches, apricots, egg plums and prunes; be sure and get our prices," so say the Eby, Blain Co., Ltd.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

Japan teas, medium and high grades, are selling well with W. H. Gillard & Co., who have stocked up heavily with a carefully-selected range in anticipation of the duty being imposed.

The Davidson & Hay, Ltd.: "Repeat orders are coming right along for our 'Tea Cup' Japan tea."

T. A. Lytle & Co., manufacturers of vinegar, pickles, jams, jellies, etc., report a good season's trade in all lines.

The Eby, Blain Co., Ltd., report that their special brand of "Anchor" salmon is meeting with general favor, and that they are getting many repeat orders.

Robert Greig & Co's "Crown" flavoring extracts are as popular in the far west as is the case nearer home. Some heavy shipments have recently been made to Manitoba and Coast points.

A FINE CASH REGISTER.

THE Capital cash register, which is advertised in this issue, is certainly one of the best put on the market. The machine is a most ingenious one, being a printing press, a dating machine, a numbering device, a typewriter, a paper cutter, a cashier, a book-keeper and a complete business systemizer all in one, and something that will last a lifetime. It is very handsomely gotten up, having an ornamental brass case, finished in gold, silver, bronze and nickel. It has four vertical keys, and is operated by having a crank at the right hand side. Any amount from 1c. to $99.99 can be registered, or, if desired, special keys can be placed on the fourth bank, and these can be registered with the regular cash keys.

HOW TO BOOM SPICES.

The following lines were written by a boy of 16, who is employed in the office of a prominent spice importing firm, and who is equally likely to be heard of in future years as the engineer of some speculative boom in spices, or as a rhyming humorist, says an exchange. These rhymes need no apology, but it is fair to their author to say that they were dashed off very hurriedly, and were subjected to no subsequent revision.

In the peerless land of Egypt, several thousand years ago,
There lived an old astrologer, who name was Skinnemo.
To the palace of Rameses journeyed Skinnemo one day;
He gained an audience with the king, and said the following say:
"Oh, Pharaoh, mighty Pharaoh, I have spices here to sell.
I have cloves and mace and ginger; to buy them you'd do wel."
He hemmed and hawed and bargained till the king, with guileless face,
Bought a thousand tons of ginger and a thousand tons of mace,
And the same of cloves and pepper, while he thought: "Well, by-and bye
I will make a handsome profit; there are none so wise as I."
In the storehouse of Rameses all the spices were soon laid;
But there were no fools to buy them, so, of course, there they stayed.
But Rameses, nothing daunted (he had been there oft before),
Gathered all his royal army and sent them on to war.
The mortality was dreadful; soldiers died off by the score,
And such demand for spices had never been seen before.
They were needed for embalming all the mummified remains,
And the king, Rameses, chuckled as he counted o'er his gains
Oh, importer, if on spices you lose, why sit you down and cry
And groan about the business, or stop to wail and sigh?
You cannot work Rameses' game, but this much you can do;
There are too many brokers. Why not kill off a few?

—A Tennyson Davis.

VALENCIA RAISIN CROP.

A Denia circular just received gives an exhaustive review of the movement of the 1896 crop of Valencia raisins, with comparisons with former years. The first shipments were made on August 17, 1896. England received during the season 259,759 cwts.; the United States, 53,094; Canada, 30,632; the Baltic ports, 70,656; France, 16,000; different places in Spain, 3,300; Germany and other countries, 13,000. leaving in the farmers' hands on Feb. 1 5,000 cwts. out of the total crop of 451,941 cwts. While the receipts of Valencia raisins in this country were somewhat larger than last year, they were decidedly smaller than for those of any previous season since 1876, when the total importation amounted to but 76,316 cwts.

A shrewd grocer in St. Louis, has hit upon a novel way of increasing his trade. He sends a female agent to the houses of his patrons to take the morning orders, and she suggests lots of nice and expensive things that just hit the fancy of customers.

For all House-cleaning Purposes

ORDER PEERLESS

WASHING COMPOUND

It will pay YOU to push it BECAUSE you will make a good profit.
Your customer will like it better than any other. . . .

PURE GOLD MFG. CO., 31 AND 33 Front St. E., Toronto

FIGURE OUT EVERYTHING.

IN an excellent paper by W. H. Taylor, published in a recent issue of The Lawyer and Credit Man, a journal devoted to credit interests, this counsel is given :

Merchants do not use enough lead pencils. I would quadruple and quintuple the number of lead pencils in existence, and I would furnish every merchant in the country, big and little, with writing pads to make figures on and to practice on, until they would get in the habit of figuring everything out. When a man comes to me to do any business, I like to see him come with a lead pencil in his hand, and I like to have him ask for a piece of paper, and after he puts his proposition down, I almost want to see him make a diagram of it, as we used to at school, to see just how it will work out. If a man starting in business desires to open up an account with you, he will tell you he has, say, $10,000 capital, and that he is going to pay one or two or three thousand dollars a year rent, and that he is going to make a large quantity of money, and the chances are ninety-nine out of a hundred that he has never figured out just how he is going to make the money, but he just feels in his bones that he is going to make the money. Often credit men, seeing that the man has apparently ample capital, do not figure this man's future out. At the end of two years, the man fails, because the natural leaks in his business and his expenses have overwhelmed him, but if the credit man had taken the time he would have sat down with that man and figured the thing out in advance and would have seen that there wasn't any possibility of that man succeeding any longer than his capital was used as putty to fill the holes caused by his expenses.

Suppose a man comes to you and says he wants to buy goods on credit; you say to him, "Well, how much can you sell?" He always puts it high enough. "All right, put that down. How much profit can you make?" He always makes that high enough. Find out whether he thinks the profit is on the basis of the selling price or cost of the goods. You will always find that it is really on the cost, but he thinks it is going to be on the selling price. Figure it out either way and put that down, and then you have the gross amount that he can make. Now, then, add up the items of which he tells you his expenses will be, and then deduct the one from the other, but be sure you don't let him fool you or himself on the item of expense. When he tells you he is going to live on $30 or $40 a month, when you know that nobody else in his circumstances does, don't believe him, but be sure you get it reasonably correct, and then figure a little something for interest that he is going to pay for borrowed money during the year—he never thinks of that—and be sure to take something out for depreciation in value of the goods at the end of the year—you will find out that he never figures in advance that his goods are going to depreciate at the end of the season, and see if you can't determine for yourself that that man, if he is a beginner, is or is not going to be a good and safe risk. You will find that nine times out of ten, if you will take his own figures for it, you can see that without knowing it he has demonstrated to you in advance the impossibility of his succeeding.

A CLEAN SWEEP

OF

7 CASES, 40 x 7 lb. BOXES EACH,

Fine Corsican Citron Peel

Is what will take place this week. If you want any, just get our prices.

L. CHAPUT, FILS & CIE. - - MONTREAL

MANITOBA MARKETS.

WINNIPEG, March 4, 1897.

EVERYTHING here continues quiet. The weather for the past week has been exceptionally severe for the season, and this, of course, hampers trade. Trains have been delayed by snow, and there is a general holding off for fine weather. March has certainly come in like a lion, and it is to be hoped its departure will be correspondingly lamb-like.

FISH—With the advent of Lent there is an increased demand for fish, and dealers are buying in considerable quantities. There is no marked increase in price, with the exception of haddies, which now stand at 8c. Fresh fish are as plentiful as ever.

CANNED GOODS—These stocks are especially good values, as prices in the east have risen considerably since these stocks were purchased. The stocks are large, well assorted and of good quality, and the demand and prices are alike steady. There is no change in price from last week.

SUGAR—Sugar holds steady at the advance of ⅛c. reported last week, but there are practically no sales at present.

TEAS—Merchants are increasing stocks in anticipation of the duty, but prices at present remain unchanged. One of the marked features of the Winnipeg tea market is the change in the kinds of tea sold. Three years ago the demand was almost entirely for China and Japan teas. Now China tea has almost disappeared from the market and Ceylon and Indian teas are steadily growing in demand throughout the province.

COFFEE—The situation is very little changed. English quotations show that Rio has declined somewhat since last week. Java and Mocha still stand at 29c.

DRIED FRUITS—Same as last week. Valencia raisins are not even quoted, there being none in the market. Currants have not risen in price, though an advance is still anticipated.

CALIFORNIA EVAPORATED FRUITS—Show absolutely no change from last week.

FRESH FRUIT—The supply of apples is still large and the quality superior for the season of the year. There has been an advance in the price of Spies from $2.75 to $3 and $3.50 per bbl., but a fair quality of Seeks and Canadian Reds are still to be bought at $2.50. Oranges are a little slow, but are coming in steadily. The demand is almost altogether for California fruit. Seedlings sell at from $3 to $3.50, Navels at $4 and extra quality at $4.50. Cranberries are plentiful, both frozen and unfrozen. The frozen fruit is selling at from $4.50 to $5. There is no great demand for this fruit owing to the supply and price of apples.

EGGS—Supply is very much below the demand, owing to the cold weather. The trade are selling at 20c., but as high as 22c. has been realized. The price is not likely to advance, however, as with the first few mild days the supply will increase with a rush.

BUTTER—Supply and demand about equal for a first-class article, which is selling for 14 to 16c. per lb. The butter market is firm, and the supply and quality have both been very fair throughout the entire winter. Creameries do not open here until the end of May, so the supply is likely to decrease rather than increase for a time.

CHEESE—The supply is plentiful, the quality good, and the price 8 to 10c. per lb. The local demand is small.

POULTRY—The supply of fresh poultry is extremely limited. Prices are: Chicken, 6 to 7c.; ducks, 8 to 9c.; geese, 9 to 10c.; turkeys, 9 to 10c. There is still a considerable quantity of frozen stock on hand.

HALIFAX TRADE GOSSIP.

BENT, BRIGHTLY & PAGE, who opened a general commission business in Seeton & Mitchell's old stand on Water street a few months ago, and who were recently incorporated by the Local Parliament, have about purchased the extensive business of A. Gunn & Co., millers and dealers in feedstuffs. Gunn & Co. have been in business for some years and have built up a large trade.

Hubley, Teas & Co., retail grocers, Barrington street, have assigned to Thomas Spry. Their liabilities are over $20,000. The preferences are: Thomas Spry, $6,895; B. F. Hubley, $336; Alex. Bond, $1,770; W. H. Isnar, $100. The firm offered to compromise at 30c. on the dollar. Most of the Halifax creditors were agreed, but the outside creditors would not. W. H. Teas, of the same firm, doing a confectionery business as a side line, has assigned to Alex. Bond. The firm carried on a large business and had one of the best retail stores in the city. The failure is a bad one.

Three hundred and two puncheons and 36 tierces of molasses were received from Pouce, P.R., last week. There is no change in the local market.

Large shipments of apples continue to the English market. The steamer St. John City took 15,000 barrels to London on Saturday last, and the Mongolian 750 barrels.

Cold storage is now in sight for Halifax. The Local Legislature has granted a bonus to the Atlantic Cold Storage Co. of $2,000 per year for six years. This company will erect a warehouse in this city and will receive partial tax exemptions from the city for ten years. J. A. Leaman & Co., wholesale and retail dealers, are likely to erect cold storage for their own accommodation. They import more fish, meat and poultry from Ontario than all the other dealers in the city combined. A company is being formed to erect cold storage at Yarmouth for the benefit of the fresh fish trade.

There is no change in the local sugar market from that reported last week. The indications for a good spring's trade continue.

The fish market is brighter on account of the demand for the Lenten season. Prices are without change. Howard Smith, of N. & M. Smith, our largest fish dealers, is in Montreal this week looking after business.

This being the dull season in the green fruit business, C. W. Outhit has gone on a trip to Florida. He will be away till the 1st of May.

A COLD DAY IN WINNIPEG.

"Brrr!" said the man from Potato Creek, crowding up to the stove. "Purty cold."

"Yas," said the grocer, "it is purty frosty for the time of year. I see it went 25 below in Helena, which, I think it a good thing that the town has them last two syllables in its name, or it would be about as hard to believe as some of them yarns of old Ananias over there."

The man with the ginger beard looked up and said: "Who you callin' ole Ananias? Any one of ye ever ketch me in a lie?"

"No," said the grocer, "I guess you never was ketched in a lie yit. Any one that kin lie as fast ez you kin ain't liable to git ketched."

"But, speakin' of th' cold weather," said the man with the ginger beard, "I guess it was about as cold in Winnipeg in the fall of '65 as I ever see it, er anybody else."

"How cold was it?" asked the man from Potato Creek.

"Wal, ez fur ez degrees below zero goes, I can't tell you nothin' about that," said the man with the ginger beard, "fer they wuzn't no thermometors long enough fer to measure it, but I do know that when we wanted to git water to drink the ice was froze so hard that we had to heat it red hot 'fore it would begin to melt. — Indianapolis Journal.

Honest Brooms Brushes

From the start to the finish Boeckh's Brooms and Brushes have, at every point in their making, the watchful care of experienced workmen. These employees are brought up to know their business thoroughly. Many of them have been in our factory since they were old enough to work at a trade. Even if the raw materials that are used are right, inexperienced workmen may yet turn out poor brooms and brushes. Can we say more than "you may have your money back if you want it?" 127 page book, illustrated—Free.

Brushes
Brooms
Woodenware

Montreal Branch: 1 and 3 De Bresoles St.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

Our No. 26 Register.

MERCHANTS WHO ARE MAKING MONEY

Are those who pay attention to the details of their business—who simplify the transactions that take place between their clerks and their customers—who know that when a dollar's worth of goods go over their counter they will receive a dollar in return for them; these are the successful men, and their success has been attained by system. Now our business partly consists of selling Cash Registers; the rest is in producing a Register that will give to the user a system whereby all details of his business will be looked after—transactions between customers and clerks will be made easy and simple—it will be utterly impossible for goods to go out without having a record of it. Do you want some more information or particulars on this subject? They will cost you nothing and we will give them cheerfully. Send us your name and we will send you one of our handsome circulars, explaining our Cash and Credit Register. . . . . .

The Capital Cash Register Co., Ltd.

OTTAWA, CAN.

TWO WAYS OF CHEAP BUYING.

THERE are two ways of buying cheaply, says Grocery World. One grocer will buy damaged goods, goods that are represented to him as being "just as good" as ever, although costing but a fraction of the full price. He will always sacrifice quality for price, fondly hugging the delusion that his customers don't know the difference. He looks upon his customers as idiots, who don't know good things when they see them, and who can be fooled year in and year out by second-grade goods.

The other way of buying cheap is by watching the markets. Nobody can forecast these to a certainty, but there are times when everything points almost absolutely to certain fluctuations. The wise grocer who watches these conditions, and learns to apply them in the light of what they have produced in similar cases before, can frequently save a great deal of money. That is buying cheap. Another modification of the same way is by snapping up every good thing offered him. There comes to every wholesaler the time when money is more valuable to him than goods, even though the money represents but a fraction of the value of the goods. These occasions are big with increased profits to the retailer who recognizes the opportunity and embraces it. This is also buying cheap.

The end of the first way is bankruptcy and collapse, but that of the second way is prosperity. Which way are you heading?

CALIFORNIA FRUIT CROP.

The N. Y. Journal of Commerce says that, according to letters received from California, the outlook for the present crop is promising. There have been ample rains, more, in fact, than for many past seasons; according to report. The latest rains were accompanied by cold weather, which, it is said, retarded budding, but this is held to be favorable to a good crop, and unless there is a repetition of the spring frosts, which did so much damage last year, it is believed that the output of both deciduous and citrus fruits will be large.

HAS NO PLACE IN ADVERTISING.

Obscurity has no place in advertising, says C. A. Bates, of New York. The nearer you can get to bed-rock common sense the better. The poet has to think as much of sound as he does of sense, and he frequently sacrifices sense for the sake of sound. He takes sixteen four-line verses to tell something that could be told in four words. He weaves wreaths and garlands all about his thoughts and disguises them so you have to look for them with a search-light. That sort of language won't do in advertising. There is no possible way of making advertising too plain. The plainest kind of plain language doesn't seem to be strong enough to penetrate the intelligence of a great many advertisement readers. A Chicago advertising manager said to me once: "When we advertise a certain clock, we put a picture of that clock right in the ad.; then there can't be any mistake." One would suppose that was pretty near plain enough, but I have no doubt many people came to the store expecting to get something entirely different from the thing that was advertised.

Rigaud Mountain Maple Syrup

Is made from the most modern equipped bush in Canada.
The Seigniory of Rigaud has a Maple Bush of over 100,000 trees noted for its uniform production of delicious syrup and sugar.
Its annual production is the largest of any bush in Canada.

We are placing on the market a new brand of Maple Syrup, to be known as the "Rigaud Mountain Maple Syrup."

No expense has been spared in fitting up the bush with the latest Evaporators and Appliances to insure cleanliness and rapid evaporation, qualities essential to the production of good and lasting syrup.

To protect consumers against adulterated syrup and insure our goods reaching them intact, we are placing lead seals with the initials R M M S on each tin. Every tin also bears the season's date.

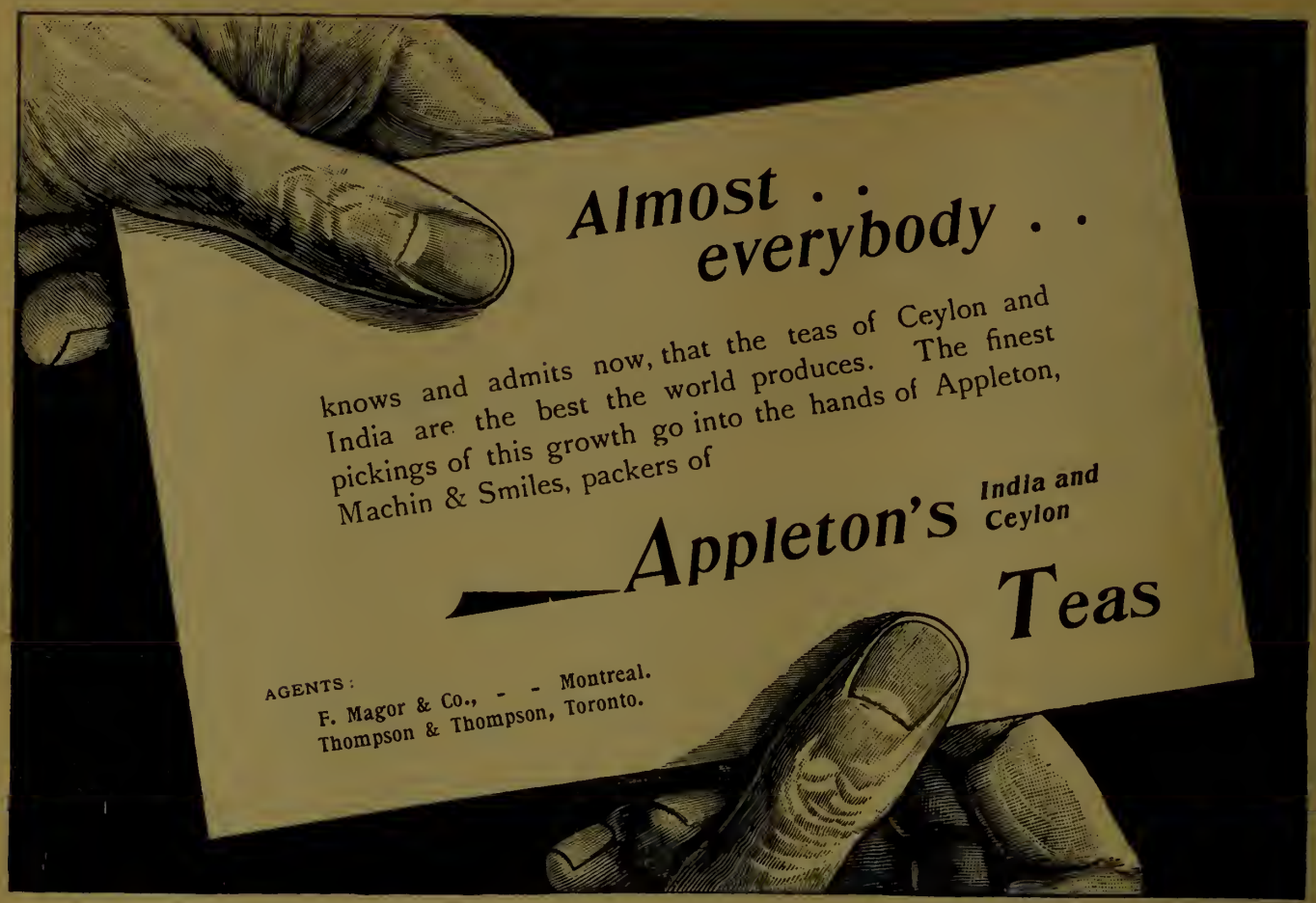
For the convenience of consumers, orders will be received for Syrup and Sugar until 15th March instant, as the output is limited.

Neatly put up in ½, 1, 3 and 5 gallon cans.

The above Syrup will be used by the leading clubs, hotels and restaurants, and mentioned on their menu cards.

Address all correspondence to

Macdonald Bros. 13 St. George St. *Montreal*



OUR . .

"VICTORIA" BRAND JAPAN TEA (Registered)

Is the best value ever offered on the market for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal

YOU will Never regret

Your first trial of

Ceylon Teas

They satisfy your customers more thoroughly as they are healthier, cleaner, more satisfying and much more economical than the hand-made (ugh) Teas of China and Japan.

Give them a trial

WESTERN ASSURANCE CO.

FORTY-SIXTH ANNUAL MEETING OF SHAREHOLDERS.

THE annual meeting of shareholders of the above company was held at its offices in this city on Thursday, 25th ult. The Hon. Geo. A. Cox, president, occupied the chair, and Mr. C. C. Foster, having been appointed to act as secretary to the meeting, read the following annual report :

In presenting the annual report of the business of the company for the year ending Dec. 31, 1896, the directors have pleasure in stating that, while there has been a falling off in the premium receipts, the revenue account shows a profit on the year's transactions of $119,708.43. Out of this two half-yearly dividends, at the rate of 10 per cent. per annum, have been declared ; $5,752 38 has been written off for depreciation in securities and the balance added to reserve fund, which now amounts to $1,086,908.21.

Owing to the reduction in the volume of business transacted, the amount necessary to provide for running off the liability on unexpired policies is $23,804.88 less than at the close of 1895. After making provision for this and all other liabilities, the net surplus has been increased to $316,-252.34.

The directors have pleasure in acknowledging the efficient services of the officers and agents of the company during the past year.

SUMMARY OF FINANCIAL STATEMENT.

Total cash income.....	$2,336,727 95
Total expenditure, including appropriation for losses under adjustment.....	2,217,019 52
Balance	$ 119,708 43
Dividends on stock.....	$ 100,000 00
Total assets	2,324,427 18
Reserve fund.....	$1,086,908 21
Cash capital.....	1,000,000 00
Subscribed capital.....	1,000,000 00
Security to policy holders..	$3,086,908 21

The annual report of the directors having been read, the president, in moving its adoption, stated that he was pleased to be able to say that the year had not been marked by any serious individual losses such as he had had to refer to at the last annual meeting. The business of the company had been carried on upon the same lines as had been followed in the past, and the results, as shown in the statements submitted, were, he thought, upon the whole, as favorable as the most sanguine shareholder could have anticipated, bearing in mind the prevailing condition of general business throughout the continent during the year 1896. The comparatively small falling off in the premium income of the company was such as might naturally have been looked for under the circumstances. An amount of $5,752.38 had been written off for depreciation in securities, which was necessary to bring them to their market value at the close of the year, and which must be regarded as a very moderate shrinkage on total assets of upwards of $2,250,000. Briefly speaking, he said that the figures in the report submitted showed that while the company had done a somewhat reduced volume of business, there had been a fair margin of profit on the year's transactions —as shown in the revenue account—and, after paying the usual dividend of 10 per cent., and making allowance for depreciation in securities, there was an increase in the reserve fund of $14,000, while a gain of close upon $38,000 was shown in the net surplus, after making full provision to cover the liability on outstanding risks. These results, he thought, might be taken, without further comment from him, as satisfactory proof that the business was on a sound footing, and that the officers and agents of the company were conducting its affairs with due regard to the interests of shareholders, and at the same time maintaining for the Western the position it has long held in the estimation of the insuring public.

The vice-president, Mr. J. J. Kenny, seconded the adoption of the report, which was carried unanimously.

The election of directors for the ensuing year was then proceeded with, and resulted in the unanimous re-election of the following gentlemen, viz. Hon. George A. Cox, Hon. S. C. Wood, Messrs. Robt. Beaty, G. R. R. Cockburn, George McMurrich, H. N. Baird, W. R. Brock, J. K. Osborne and J. J. Kenny.

At a meeting of the Board of Directors, held subsequently, Hon. George A. Cox was re-elected president, and Mr. J J. Kenny vice-president for the ensuing year.

NEWFOUNDLAND LOBSTER PACK.

The Trade Review, of St. Johns, Nfld., says in its last issue : " Lobster packers, from all one can learn, are going more largely than ever into the trade next season, and many new men will try their hand at the business. No one doubts now that the ground all round the island is being overfished, and if some restrictions are not put upon the catchers the lobster in Newfoundland will soon be as extinct as the auk. The uniform close time system does not apply to the varying coastal conditions of this country, and the sooner it is substituted for a uniform length of time (the starting point to be decided by the packers within their own districts) the better."

EPPS'S COCOA
The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes
EPPS'S COCOAINE
or COCOA-NIB EXTRACT.
A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.
Special Agent, C. E. COLSON, MONTREAL

Smoked Hams
Smoked Rolls
Pure Lard
UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED
PARK, BLACKWELL & CO., Ltd.
Wholesale Pork Packers
TORONTO

DON'T BUY A refrigerator until you have seen the
EUREKA
It is built on scientific principles, and of best materials.
A catalogue will give you all details.
ADDRESS :
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.

For . . . . .
10 cents
We will mail you a valuable little book on
BUYING
SELLING AND
HANDLING OF TEA
This is a complete and useful work, which every grocer should have in his possession.
The MacLean Publishing Co.
26 Front St. West, Toronto.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks Etc.

MONTREAL.

THOMAS DOHERTY & CO.

: : Importers of : :

TEAS and COFFEES

134 McGILL STREET, Corner ST. PAUL.

Dominion Buildings.

MONTREAL.

Feathers! We Buy Them

All grades; Goose, Hen, Duck and Turkey; give the highest market price

AND PAY CASH

General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.

ALASKA FEATHER & DOWN CO.

290 Guy St., **Montreal.**

Crosse & Blackwell

CELEBRATED FOR

Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.

—SOLD BY—

All Grocers in Canada

PUREST AND BEST

Windsor Salt

Please insist on having your wholesale grocer send you WINDSOR. If a traveller says "Salt is salt" tell him you know that, but that some salt is very poor salt. Windsor Salt will give more satisfaction than any other salt.

PRICES and **SAMPLES** can be had from your Wholesale Grocer.

The WINDSOR SALT CO., Limited

WINDSOR, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN KING, general merchant, Fort William, has assigned to E. J. Henderson, Toronto.

H. M. A. Lafontaine, grocer, Quebec, has assigned.

Geo. F. Schwartz & Co., teas, Halifax, have assigned.

Hubley, Teas & Co., grocers, Halifax, have assigned.

George Giller, general merchant, Berlin, is obtaining an extension.

B. L. Oakes, general merchant, Weymouth, N.S., has assigned.

Richard Cusden, grocer, Galt. has assigned to John D. Montgomery.

Moise Daigneault, general merchant, St. Etienne de Beauharnois, has assigned.

J. M. Small, general merchant, Arthur, is offering to compromise at 70c. on the dollar.

The chattel mortgagee is in possession of the premises of W. Worden, grocer, Nanaimo.

T. Dudevoir & Co., grocers, Maisonneuve, Que., are offering to compromise at 25c. on the dollar.

The stock of A. S. Starr, general merchant, Bamberg, has been seized under chattel mortgage.

L. O. Roy, general store, St. Francois (Montmagny), is offering to compromise at 40c. on the dollar.

J. D. Archambault, general merchant, Drummondville, Que., is offering to compromise at 33⅓c. on the dollar.

A third and last dividend of 9¾c. has been declared by Langley & Hallworth in the estate of Fisher & Co., general store, of Bolton. This makes in all a dividend of 64¾c.

Martin McMillan, grocer, Yonge street, Toronto, has assigned. Mr. McMillan has been in business over twenty years and the announcement of his failure was received with much regret. His assets and liabilities are about equal at $2,000.

PARTNERSHIPS FORMED AND DISSOLVED.

Lindsay, MacKinnon & Co., wholesale teas, Montreal, have dissolved.

MacDonald & Co., general merchants, Louisburg, N.S., have dissolved.

Thos. B. Whitham, of the Laurentian Spring Water Co., Montreal, has retired.

Irish & Cleveland, grocers, Winnipeg, have dissolved and O. Cleveland continues.

Forlong & Sexsmith, general merchants, Steveston, B.C., have dissolved; Forlong continues.

H. M. Cote and Edward Rochon have registered a partnership in Quebec to carry on business as grocers under the style of H. M. Cote & Co.

C. A. Bowlby & Co., general merchants, Liverpool, N. S., have dissolved; C. H. Clements continues.

O. Ledoux and Philas Ledoux, Montreal, have formed a partnership to do business as grocers under the style of Ledoux & Frere.

SALES MADE AND PENDING

M. E. Bessey, produce, Hamilton, has sold out to T. J. Senior.

Reid Bros., general merchants, Almonte, are advertising business for sale.

Smith & Co., grocers, Windsor, N.S.: stock advertised for sale by tender.

The stock of James Mackie, grocer, Oshawa, is advertised for sale by tender.

The stock of Joseph Desmarais, Asbestos, Que., has been sold at 55c. on the dollar.

The general stock of J. L. Morse, general store, Clarence, N.S., is advertised for sale by tender.

The stock of the Independent Match Co., Louiseville, Que., has been sold at 17½c. on the dollar.

The stock of P. W. Bates & Co., general merchants, Merrickville, has been sold at 46c. on the dollar.

The assets of Geo. H. Simoneau, general merchant, Robertson Station, Que., are advertised for sale by tender.

CHANGES.

N. Lemire, grocer, Montreal, has sold out.

L. Dulude, grocer, Montreal, has sold out.

Paul Longre is opening a grocery store in Montreal.

A. V. Bossi, grocer, Victoria, is giving up business.

J. J. Burns, grocer, Toronto, has sold out to Luther Pedlar.

W. H. Tonkin, general merchant, Leskard, has sold out.

The Cash Grocery Co. is the style of a new firm in Montreal.

M. McLeod, general store, Halifax, has removed to Neil's Harbor.

McQueen & Squires, grocers, Rossland, have gone out of business.

John McCrory, beer bottler, Montreal, has sold out to W. Lewis & Co.

Ed. Virtue & Co., general merchants, Tyrone, have sold out to W. H. Clemens.

E. C. Perkins, general store and saw mill, Mansonville, has discontinued general store.

DEATHS.

W. C. Wilson, grocer, Woodstock, Ont., is dead.

FIRES.

E. S. Spashett, grocer, Chatham, has been burned out.

Calvin Gates, general merchant, Houghton, has been burned out; insured.

The premises of Priest & Spragge, grocers, Owen Sound, have been burned out.

Henry Hoffer, grocer, at Parliament and Wellesley streets, Toronto, who died two weeks since, left an estate worth $2,688.93. The realty is No. 148 Borden street, valued at $1,000. There is $500 stock in trade, $688.93 cash, $200 in securities, the rest being in other personality. It is all willed to the widow.

Keep up with the times

and handle goods that will sell themselves

CLARK'S **CORNED BEEF**

With Patent Key Attachment

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

STONEWARE

QUALITY . . THE BEST

PRICES RIGHT. TRY US.

HART BROS. & LAZIER

Belleville, Ont.

Send for price list. Mention GROCER.

EVERYBODY KNOWS US.

THERE are few men engaged in any trade or calling of a prominent character that are not widely known, writes Fred Woodrow in an exchange. Printers' ink is responsible for the crowd. It carries a name beyond city, country, and state limits. It crosses oceans and continents, and without regard to climate or language, pedigree or fortune, scatters the name of John Brown, and the pumps or the engines he manufactures, wherever a mail bag can travel, or a trade journal find its way. It is a great thing for business, and it pays all around. Without it half the mills in the world would have to close down, and busy hands and brains have nothing to do. If the merits of a cooking stove, or the reputation of a circular saw, had to make their way in boots, somebody would be short in mail orders, or praying for business that never comes. As it is, a wisely placed advertisement can make the postman perspire, and the shipping clerk smile. It is doing this every day, and even in dull times, it can furnish music on one string of the violin, when all the others are broken. It is true that ringing a bell cannot always sell dry goods or pig iron, but it may let somebody know both are still to be had, and just where to find them. If there is anything of special merit in quality or prices to attract the hesitating buyer or the nimble shilling, he is as likely to know as little about it as a brown bear or a Hottentot, if he is not informed thereof. The missing ad. is a missing sale, in nine cases out of ten. There are exceptions, of course, as two tails would be on a rat and five legs on a kitten. Here and there a business is to be found that, in a limited circle, can swing around the peg and ask for nothing better. It has no need of a tin horn, a bill poster, or a newspaper notice. It has its regular customers. They have their roost, as the turkey on an apple tree, and as the ox that knoweth his master's crib, they need no invitation to the commissary department. Now, while this is true in some cases, it is as pure a piece of folly as ever came into the head of an ass or a man, for the general run of manufacturers or merchants, to expect the cow to walk up to the milking pail. The average Jersey is not so familiar. Trade, as a rule, has to be sought after. It will not come at a whistle. It has to be picked up, as are acorns and strawberries. The spindle has to hum and the loom to labor, before the cambric or cloth can be had. If water runs down a hill, business has to climb up. If you want fish for a fry you must catch them, for none are likely to leap into a pan. In these days of energy, wide-awakedness and competition, while one man sits under a tree for an apple to fall, twenty others are climbing up with their baskets. Nor is this restlessness limited to men who have goods to sell; the buyers are, if anything, more eager for what is new in bargains and goods. They swarm, as a bee does from the blossoms on a cherry tree to the clover in the meadows. Nor do they go at this business blindfolded or uninformed. They know the banks where the violets grow. They scan the papers, and are as thoroughly posted as a mail carrier is as to the number of Mr. Brown's habitation. This is not a passing whim or a fad, but a modern condition of business. It has to be so accepted, understood, and handled. Advertising is here to stay, and so are the people it influences. Nor will it do to forget the fact, nor to let the fact forget you. To excuse neglect on the plea that results are not immediately visible, is to throw away an egg because the chicken takes its own time in walking out of the shell. Nor is it a wise or a paying policy to neglect advertising on the oft-repeated excuse, "Everybody knows us." The memory of the general public in this matter is a poor peg on which to hang business success.

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

Don't delay ordering your Car
Salt till the spring rush is on.
VERRET, STEWART & CO., Montreal.

TRY A PACKAGE OF OUR "CLUB HOUSE"
A Perfect blend of the finest
INDIA and CEYLON TEAS
For which we are sole agents in America.
It will please your customers.
J. F. RAMSAY & CO.
Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

AN AUTOMATIC SELLING MACHINE . . .
To sell
Adams' Tutti Frutti
For full particulars, apply . .
Globe Automatic Selling Co.
13 Jarvis Street, - TORONTO, ONT.

JUST SO . . .

We claim a Splendid Reputation

OF OVER

One Hundred and Fifty Years

FOR

KEEN'S

D. S. F. MUSTARD

AND

KEEN'S

OXFORD BLUE

CURRENT MARKET QUOTATIONS

Toronto, Mar. 4, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
½ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lh. cans, 1 doz. in case.....	16 00
2½ lh. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
10 cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lh., 3 doz. cases, round	1 20
No. 1 (14 oz'), 2 doz. cases, round.....	1 80
1 lh., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lh., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—

1 lh. tins, 2 doz. in case.....per doz.	1 20
½ lh. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER,

½ lb. glass jars.....$1	25
1 lh. glass jars.....	2 00
1 lh. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases $0	75
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lh. jellies	1 25
1½ lb. jellies	2 25
1½ lh. Crown sealers	2 25

BLACKING.

P. O. FRENCH BLACKINO. per gross

¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

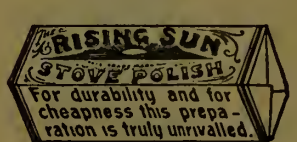
THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per doz
New York Dressing, 1 doz. cases.....	0 75
panish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5 00

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed	0 07
Warblers Bird Seed	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed	0 04½
London Bird Seed, bulk 25 lb. cases. .	0 05
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

CORN BROOMS

CHAS. BOECKH & SONS. per doz.

	net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

The Question is

Are you satisfied with the quality of the Starch you are selling? Are your customers satisfied with the quality of the Starch they are buying? If not, perhaps a trial of our goods would create a better feeling on both sides of the counter.

No woman will use poor Starch in preference to good Starch. That's the reason why a trial always leads to constant use of

EDWARDSBURG STARCH CO. Cardinal, Ont.

Edwardsburg Starch

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 70	1 90
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 60
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 70	0 80
" Sifted select	0 80	0 95
" Extra sifted	1 15	1 30
Pears, Bartlett, 2's	1 65	1 75
" 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 70	0 75
Lobster, talls	2 30	2 40
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 45
" " flats	1 40	1 75
" Cohoes	1 10	1 20
Sardines, Albert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " " ⅛s	0 10½	0 11
" " " " " ½s	0 18½	0 19
Sardines, other brands 9¾	11 0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " " ½'s "	0 33	0 36
Sardines, Amer., ¼'s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kippered Herring, 1-lb.	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1½ lb.	7 00	7 20
" " 2 lb.	8 50	8 80
" " 2½ lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" " 2 lb.	6 50	6 80
Chipped Beef, ½ lb.	1 60	1 70
" " 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" " 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb.	70	75
Potted Meats, Tongue or Ham ½ lb.	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb.	70	75
Potted Deviled Ham or Tongue, ½ lb.	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish.

	per doz.
Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'s.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs.	0 30
Caraccas, ¼'s—6 and 12 lbs.	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs.	0 26
Diamond, ¼'s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs.	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb.	$ 0 34	$ 0 36
Triple Vanilla—		
White " "	0 73	0 83
Unsweetened—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. boxes "	0 19	0 20

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc.
Used for lunch and breakfast as sandwiches.
Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald.
For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH
SEEDS for 1897
Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND"
OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. St. James Street **Montreal**

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Salt
Salt
Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . . .

TORONTO SALT WORKS

TORONTO, ONT.

Every up-to-date Grocer should keep

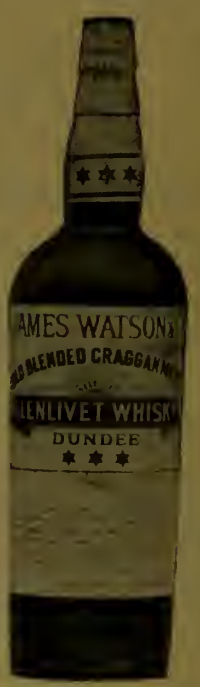
COWAN'S
HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and **FAMOUS BLEND COFFEE**

Send your orders to

THE COWAN CO., Ltd.

470 King St. East, Toronto

ASK FOR
MOTT'S



Here It Is

Your customers want the best, especially at this season of the year.

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.

(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	**per do**
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate.	0 21 0 43
Mott's Sweet Chocolate Liquors.	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in hxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In hxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" ½ " " " "	0 28
" ½ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.
Terms, 3 p.c., off 30 days.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	0 20	0 22
Improved Shredded, "	0 18	0 20
Beaver " "	0 16	0 18
Macaroon "	0 16	0 18
Desiccated "	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

Mecca	0 34
Damascus	0 30
Cairo	0 25

TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	0 34
Our Own "	0 32
Jersey "	0 30
Laguaya "	0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crushed East India	0 20

EXTRACTS.

	per doz.
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

CREAM SODAS.

In 3-pound Tins, made by us, are the original Cream Sodas. They are always CRISP, FRESH and TASTY. No grocery stock is complete without them. They are trade bringers and trade keepers.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST - - TORONTO. S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top, "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz	6 00
Milk Granules with Cereals, in cases, 4 doz	5 [illegible]

FRUITS.

FOREIGN.

	per lb.
Currants—Provincials, hbls ..	0 04⅜ 0 04½
" " ½ hhls ..	0 04½ 0 04⅝
" Filiatras, hhls	0 04½ 0 04¾
" " ½ bbls ..	0 04½ 0 04¾
" Patras, hhls	0 05 0 05¼
" " ½ bbls	0 05 0 05⅛
" " cases	0 05¼ 0 05½
" Vostizzas, cases	0 06 0 06
" Blue Pearls	0 08 0 08½
Dates, Hallowee boxes (new)	0 05¼ 0 06
Figs—Eleme, 10 oz	0 07½ 0 00
" " 10 lb	0 09 0 12
" " 18 lb	0 11 0 13
" " 28 lb	0 13 0 16
" taps	0 03¾ 0 04½
" natural, boxes	0 07
" ditto, bags	0 04½
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux	0 04½ 0 06½
Raisins—Valencia, off stalk ..	0 05 0 05¼
" Fine, off stalk	0 05¾ 0 06
" Selected	0 06¾ 0 07
" Layers	0 07¼ 0 07½
" Sultanas	0 07 0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½ 0 08½
" Malaga	per box.
" London Layers	1 60 1 80
" Black Baskets	2 20 2 65
" Blue Baskets	2 25 3 50
" Choice Clusters	2 25 2 75
" Dehesa Clusters	3 50 4 00
" Non Plus Ultra	6 00
" Imperial Bunches	5 75 6 00
" " Russian Clusters	5 00 5 50

DOMESTIC.

Apples, dried, per lb	0 02½ 0 03
" evaporated	0 03 0 04

FOOD.

	per brl.
Split Peas	3 25 $3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00

ROBINSON'S BARLEY AND OROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.		
1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX'S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	2 15
40 dy	2 20
30 dy	2 25
20 16 and 12 dy	2 30
10 dy	2 35
8 and 9 dy	2 40
6 and 7 dy	2 55
5 dy	2 75
4 dy A P	2 75
3 dy A P	3 15
4 dy C P	2 55
3 dy C P	3 75

HORSE NAILS—
Canadian, dis. 50 per cent.

HORSE SHOES—
From Toronto, per keg 3 60

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. c. dis.
Round-head iron, 75, 10 and 10 p. c. dis.
Flat-head brass, 77½, 10 and 10 p. c. dis.
Round-head brass, 72½, 10 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	1 35
ROPE—Manilla	0 08 0 08¼
Sisal	0 06⅜ 0 06⅞
AXES—Per box	5 25 9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—Heavy T and strap	0 04¾ 0 05
Screw, hook and strap	0 03¾ 0 04

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—
Selected packages, per gal. 0 41 0 42
2c. extra outside points.

LINSEED OIL—

Raw, per gal	0 44 0 45
Boiled, "	0 47 0 48

2c. extra outside points.

GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8
Banagher	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac—		
1 Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch	4 40	
Special old Scotch	5 00	

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45

Round Tins—

F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

	per gross.		
Pony size	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03¼	0 03¾
Patna		0 04¾
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, hbls and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes, 1-lb. pkgs.	0 08
	6-lb. boxes, sliding covers	
	(12-lb. boxes each crate.	0 08¼
PURE—16-lb. boxes		0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	0 07¼

We Stand Alone

So far ahead are we of all Competitors.

Our Packages have a larger sale than all the other manufacturers' put together.

SCHEPP'S

The Standard Cocoanut

Factory, 6 and 8 Bay St.
TORONTO.

GENERAL MERCHANTS

and otbef Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

HELLO !!! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other Try it and be convinced of its superior quality.

Manufactured ONLY by . . .

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

For puddings, custards, etc.

ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs.	0 04¾
Kegs, 100 lbs.	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case.	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06½

SUGAR.

	per lb.	
Granulated	4 3-16	4 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05⅞	0 06½
" in 50 lb. boxes....	0 05½	0 05⅝
Extra Ground, bbls. Icing....	0 05⅝	0 05½
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03¾	0 03⅞
Bright Yellow	0 00	0 03⅝
Dark Yellow	0 00	0 03½
Demerara	3 50	0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails	....	1 00
" 3 gal. pails	1 35	1 40

MOLASSES.

Barrels	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot	4 20
Box Lot	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on applicatiou.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.	0 35
" " 60 ½-lbs.	0 35
" " 30 1-lbs.	
" " 120 ½-lbs.	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings	0 38	0 40
Choice	0 32	0 36
Fiuest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

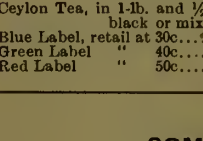
LIPTON S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices,

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21



Green label, retailed at 30c.	0 22
Blue label, retailed at 40c.	0 30
Red lable, retailed at 50c.	0 36
Gold label, retailed at 60c.	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c...		0 22
Green Label " 40c.		0 28
Red Label " 50c.		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's	0 57
Laurel, 3's	0 49
Brier, 7's	0 47
Index, 7's	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, In caddies	0 48
" " in 40-lb. boxes	0 48

WASHING POWDER.

"SILVER DUST"

Case.....	72 1-lb. cartoons	5 00
Half case..	36 1-lb. "	2 50
Case.....	24 3-lb. "	4 25
Half case..	12 3-lb. "	2 12
Case.....	100 5-cent packages	3 50
Half case..	50 5-cent packages	1 80

WOODENWARE.

	per doz.
Palls, 2 hoop, clear, No. 1	$ 1 45
" 3 " " "	1 60
" 2 " " " 2	1 40
" 3 " " " 2	1 55
" " " painted " 2	1 40
Tubs, No. 0	8 00
" 1	6 50
" 2	5 50
" 3	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross		$ 2 00
" 10 " "		1 10
" 2 Tiger,		5 00
" 4 " "		2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❁ **16 oz. Bottle, $1.00.**

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

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THE DRY GOODS REVIEW
TORONTO . . . . MONTREAL

INSURE YOUR LIFE IN THE
CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE TORONTO.

J. K. MACDONALD, Managing Director.
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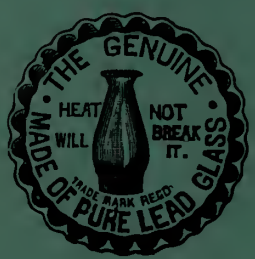
THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.

GOWANS, KENT & CO., - TORONTO

KNOX'S Acidulated . . . Gelatine

(Pulverized)

The Latest Fad. **Superior to Phosphate.**

A combination of Knox's Sparkling Calves' Foot Gelatine (the purest made) with Lemon Juice and Pure Fruit Acids. Just the thing for the busy housekeeper.

MAKES 2 QUARTS JELLY

Grocers, Write for Samples and Circulars. . . . . .

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H. F. Baker - - - - Halifax, N.S.

C. B. KNOX,
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LEA AND PERRINS'

Observe that the SIGNATURE

Lea & Perrins

Is now printed in blue ink diagonally across the OUTSIDE WRAPPER

Of every Bottle of the

ORIGINAL . . . WORCESTERSHIRE **SAUCE.**

Sold Wholesale by the Proprietors, Worcester; Crosse & Blackwell, Limited, London; and Export Oilmen generally,

RETAIL EVERYWHERE.

AGENTS—J. M. Douglas & Co., and Urquhart & Co. Montreal

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ESTABLISHED 1849.

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THE BRADSTREET COMPANY,

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Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

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WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, MARCH 12, 1897. No. 11

Manufacturers To Her Majesty by Special Warrant THE QUEEN

TO THE COURT OF HOLLAND AND THE KING OF ITALY

PURVEYORS TO H.R.H. THE PRINCE OF WALES

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

Bulls Head Trade Mark

ONLY GOLD MEDAL PARIS 1878

1878 CROSS OF THE LEGION OF HONOUR

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875

Only Medal Dublin 1865. Grand Gold Medal Moscow 1872 &c &c

To all places over 100 miles from our mills we will give carload rates to help the buyer pay freight charges.

Every pound of our cereals that we can get into the hands of consumers is the best advertisment we can possibly have. So we offer more and better inducements for the smaller grocer to buy them.

We want to make new friends. Our mutual interests—our profits—are to benefit if we can know each other better and better.

From Manufacturer to Retailer Direct

We Help Pay Freight

"Pan-Dried" Rolled Oats deserve their great popularity. The demand for them is increasing right along. They have distinct points of merit in their flavor and their healthfulness.

Another strong point is their freedom from hulls. They sell on their merits. You don't have to urge a customer to buy a second time.

The sense of taste keeps them coming for them regularly. Taste counts. Flavor counts. Our sales prove all this beyond question.

THE TILLSON CO. LTD.
TILSONBURG, ONT.

Deviled and Potted Meats

(Ham and Tongue) put up under the Helmet Brand are indispensable for luncheons, picnics, fishing parties and outing generally. These meats are well seasoned, perfect in taste, correct in color and consistency, very appetising. At present prices they are attractive leaders for pushing grocers who cater to discriminating trade. The Helmet trade mark on any can of meat is a guarantee of superior excellence.

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H. P. ECKARDT & CO.
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J. HUNTER WHITE
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Armour Packing Co. . .

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Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . **EIGHT PRIZE MEDALS**

Canadian Agents

J. A. GORDON & CO.

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McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DON'T FORGET

That in selling Silver Dust Washing Powder you

MAKE MORE MONEY

than by selling any other. It gives the greatest satisfaction. Don't wait for the spring rush. Order now.

The Silver Dust Mfg. Co.
Hamilton, Ont.

Crete

Does not produce

Pride of Asia Tea

It is grown in

CEYLON . . . . .

Packed in iron chests of 100-lbs. each

We will advertise it among your customers and do all we can to win back from the pedlar and department store your legitimate Tea trade. If any tea in the world will do it, Pride of Asia is the tea.

WRITE FOR A CHEST.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

Standard Goods THE Best to Handle

FOR PURITY

This brand is always reliable.

FOR STRENGTH

Highest test $98\frac{50}{100}$ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

Lazenby's Jelly Tablets

These are **ABSOLUTELY PURE** and made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality made.

FLAVORS

LEMON,	PUNCH,	VANILLA,	CALVES' FOOT,
ORANGE,	COGNAC,	CHAMPAGNE,	STRAWBERRY,
CHERRY,	RASPBERRY,	MADEIRA,	PINE APPLE.

BOXES CONTAIN: 2-doz. ½-pint, 1-doz. pint, or 1-doz. quart packets.

A RELIABLE

Castile Soap

IS

"LE LION ROUGE"

AGENTS

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.
LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

Do You Sell Crockery?

Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. POTTERSBURG P.O. ***London, Ont.***

Yucan Oil Blacking, 25c. a bottle
English Army Blacking, 10c a box
Crescent Ladies' Dressing, 25c. a bottle
Spanish Satin Gloss, 15c. a bottle

New York Polish, 10c. a bottle
Spanish Glycerine Oil Dressing, 25c. a bottle
Tan Paste and Russet Dressing, Combination, 25c. a package

The above goods are unsurpassed in quality by any goods either foreign or domestic. We guarantee them to be as represented. Sample order solicited.

The F. F. DALLEY CO. Ltd., Hamilton, Canada.

INDURATED FIBREWARE

Will never leak
Never drop apart
Never shrink
Never swell

This is possible on account of the compressed ONE SOLID PIECE of which it is built. It is a long-lived ware, removed from the possibility of breaking or being injured, and has revolutionized the use of hollow-ware.

Made into Pails, Tubs, Dish Pans, Milk Pans, Wash Basins, Butter Tubs, Spittoons, Fire Pails, Barrel Covers, Etc.

The E. B. EDDY CO., Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

Young Hysons

No chance values here—every line selected after careful examination and most rigid test. You don't run the risk of not getting teas to suit the peculiar requirements of your trade. Ask for samples and quotations, or **SEND US A LINE TO MATCH.** We can give satisfaction if anyone can.

A GRAND LINE to retail at 50 cents. Liquor of extra quality.

In **Young Hysons** to retail at **25 cts.:** Investigation will mean increased profit for you.

W. H. GILLARD & CO.

Wholesalers Only,

Hamilton

JOHN MOUAT, Northwest Representative, WINNIPEG.

Satisfaction

It is not YOUR idea to less than wholly satisfy your customers. Neither is it our idea to do less than this by you. We do more than that for we claim to be able to satisfy the most particular Bacon customer you have. "Rose Brand" Bacon will do this. We make the statement earnestly. There is no loop-hole for doubt—absolutely none. The flavor of "Rose Brand" Bacon is very rich and delicate. It is a mild, lean, and sweet Bacon. It is made only from young hogs. One word tells the story of the particular Bacon buyer who buys "Rose Brand" and that is—"satisfaction."

"Rose Brand"
Hams, Bacon, Lard

"ROSE BRAND" BACON

The Geo. Matthews Co. Ltd.
Ottawa and Peterborough

The Best Cook...

in Canada cannot prepare better mince meat than mine. It is always pure, sweet and fresh, and is unequalled for making mince pies and patties, plum pudding, and cake. There are still a few people who have not tried it. If you can get them to take a package once you have their custom for all time.

J. H. Wethey, Mfr., St. Catharines, Ont.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, MARCH 12, 1897 ($2.00 per Year) No. 11

HOW PRESERVES ARE MADE.*

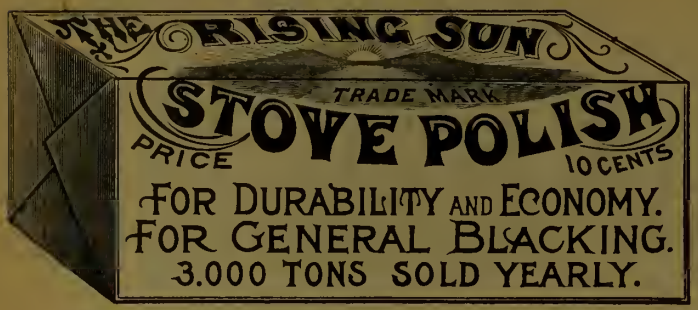
THE sale of jams and other preserves forms a very large proportion of the weekly sales of the grocer, and, therefore, it will be appropriate and interesting to follow their manufacture by the aid of the lantern and photographs, and to illustrate the care with which they are prepared. In times past, a considerable percentage of jams were adulterated by the addition of vegetable pulp, and samples manufactured from inferior fruit were by no means uncommon. To-day, however, a vast improvement is evident in the quality and purity of preserves, and it is only on rare occasions that samples are discovered which have been adulterated. Generally the jams of British firms are pure and carefully manufactured, and great strides have been made in their manufacturing processes, securing the retention to a greater degree of the natural flavor of the fresh fruit. Jam is universally looked upon as merely a stimulant to the palate, rendering certain flavorless foods more agreeable, and to aid the appetite by making bread more acceptable to the sense of taste. But this view does not indicate the full food value of jam. Jam is prepared from fresh fruit and sugar, and these substances are important items in the diet. Fruit may be regarded as consisting of water, sugar, albumin, fat, fruit acids, salts and cellulose, the water largely predominating. The sugar present is in a most assimilable condition, being ready for absorption by the blood. We may neglect for the present the small percentages of albumin and fat, but the fruit acid and cellulose are very valuable food stuffs. The chief fruit acids are malic, citric, and tartaric, and they perform important functions in the body. In the first place they are antiscorbutic, counteracting the tendency to scurvy, and they further purify the blood by keeping water and other waste bodies in solution, facilitating their excretions by the kidneys. A certain proportion of these acids are neutralized during the manufacturing processes, but sufficient remain to make jam a desirable article in this respect. Fruits, too, contain natural phosphates in an available form, and thus help to supply bones, teeth and brain-forming material. The cellulose in fruit forms the indigestible portion, but it must not be regarded as useless on that account. A definite proportion of indigestible matter is essential to good digestion to give the necessary foundation bulk and to provide a safe and gentle stimulant to the bowels. Cane sugar, with which the fruit is associated in jam, is also a true food. It is converted by certain digestive juices into glucose, and in that condition is absorbed by the blood. Sugar has a most important connection with the liberation of energy in the muscles. The older view of physiologists that lean meat and other proteids were the sole sources of muscular energy has been largely modified, and it is now conceded that sugar and other carbo-hydrates are intimately concerned in muscular contraction. Jam, then, quite apart from its palatable qualities, is a good food and contributes its quota to the nourishment of the body.

The popular idea that jam is detrimental to the teeth and stomach is quite wrong. Sugar, the constituent to which this property has been ascribed, is not in itself harmful to the teeth. Bad teeth are generally due to a want of cleanliness, and sugar has obtained its bad character on account of its proneness to fermentation. In the fermentation lactic and other bodies are produced, which, if allowed to remain in contact with the teeth, exercise a harmful action, but if the teeth are properly cleaned, no sugar will remain in contact with the teeth for a sufficient period to ferment, and therefore it cannot have any corroding effect on the enamel. In certain jams there is a tendency for the sugar to granulate, and in order to counteract this, a very small proportion of grape sugar or glucose is added to prevent this condition. Much misconception has arisen on this point among the trade and the public. There can be no objeciion to this addition of grape sugar if properly prepared from the starch. Inferior glucose contains a slight impurity due to the presence of sulphates, but the jam makers would not be likely to use it for the sufficient reason that it would spoil the flavor and reduce the value of the goods. The best varieties of glucose is a true food, and as a matter of fact more assimilable than cane sugar. I do not, of course, advocate the excessive use of grape sugar for this purpose. but certainly defend the custom of the manufacturers to prevent the granulation and consequent spoiling of the jam.

The complete operations in jam-making may be summarized very briefly under the following heads: 1, preliminary preparation of fruit; 2, boiling; 3, filling; 4, finishing. The preliminary preparation of the fruit includes the picking out of damaged specimens and the removal of stalks and other extraneous matter. The prepared fruit is now ready for the boiling pans. The boiling pans are usually made of copper, the heating arrangements being a steam jacket. The purest cane sugar is employed, the proportions ranging according to the kind of fruit. The mixture is boiled until done, and then poured into suitable receptacles for the next operation. In one factory the boiled jam is poured through tubes to large vessels on the floor below, from whence it is taken as required for filling out. The jam is now poured into pots by hand, and the surface covered with prepared paper to prevent the formation of mould. The pans are now ready for the final operations of labelling and covering, which are deftly and neatly performed by girls. A very large proportion of the new season's fruit is not, however, manufactured immediately into jam. It is boiled in suitable jars, securely corked and sealed, and stored in suitable rooms. This "pulp" is used as required to supply the steady demand, and

* Lecture delivered in London, Eng., by Prof. Goodfellow.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

if properly prepared, keeps good for a long period. Of late years many manufacturers have supplied jams mixed with small quantities of gelatine, which gives firmness and coherency to the mass.

Many grocers prepare a large proportion of the jam they require on their own premises. The plant necessary is not large or expensive, and the grocer has the satisfaction of being fully assured of its high quality and purity. Marmalade is prepared from oranges and sugar, and differs slightly in properties from jam. The orange is richer than the jam fruits in citric acid, and contains in addition certain flavoring bodies and essential oils in the peel. Marmalade, therefore, suits those palates which are not fond of sweet foods, and in addition acts as a tonic to the stomach. No doubt these tonic properties account for the universal custom of taking marmalade at breakfast. The first operation in the marmalade factory is sorting and cleaning the fruit. The oranges are then cut in halves by special machines and the halves pulped. In the latter operation the half orange is pressed against a dome-shaped revolving rasper which completely and cleanly removes the inside, the juice falling into the receptacle below, while the skins are thrown into a box. The skins in the meantime are cut into fine strips and boiled in water. The object of boiling is to remove the acrid bitter bodies of the peel which would spoil the flavor of the marmalade. The pulp and a proportion of the boiled peel are now mixed with cane sugar and boiled in steam jacket pans. The marmalade is filled out and the jars finished in a similar manner to the jam pots. Many manufacturers now prepare a kind of marmalade free from peel which is replaced by a little gelatine and to those who do nor care for the somewhat bitter flavor of the peel, the new varieties should prove attractive. In the process of making candied peels the lemons are first cut in halves and the pulp pressed out without injury to the peel. The skins are then preserved in brine for about six weeks, after which they are ready for boiling. After boiling, the skins are soaked in cold water to extract the salt and steeped in cold syrup until thoroughly impregnated with sugar. Hot syrup of a certain consistency and temperature is then poured over the peels, and after draining and reboiling, the peels are then ready for the market.

Preserved ginger is prepared from the imported variety in the following way: The ginger arrives in this country in small tubs. The pieces of ginger are first drained and reboiled in syrup. They are finally crystallized by allowing them to stand in syrup of a certain consistency when fine crystals of sugar soon form on the surface. When the crystallizing action is complete the ginger is drained and is ready for packing. I have now briefly placed before you the main facts connected with the manufacture of preserves, and hope that the knowledge gained to-night will tend to clear away many popular errors regarding jams and help you to appreciate the great advance which has been made during recent years in jam boiling, and the care bestowed in modern factories in the manufacture of our popular preserves.

A TRAVELER'S YARN.

This story is told by a commercial traveler of one of the railways in Scotland, which is said to be still a little shaky: "We were bounding along," he said, "at the rate of about seven miles an hour, and the whole train was shaking terribly. I expected every minute to see my bones protruding through my skin. Passengers were rolling from one end of the carriage to the other. I held on firmly to the arms of my seat. Presently we settled down a bit quieter—at least I could keep my hat on, and my teeth didn't chatter. There was a quiet looking man opposite me. I looked up with a ghastly smile, wishing to appear cheerful, and said: 'We are going a little smoother, I see.' 'Yes,' said he, 'we're off the track now.'"—The Amusing Journal.

THE SPLIT WAFERS.

A MAN who stands high in the mercantile community related to me the following little incident of his early life, says a writer in the N. Y. Ledger.

At the age of 16 I entered the store of Silas Sturdevant as a clerk. One day, shortly after my instalment into the office, I was employed in sealing and superscribing a lot of business circulars—several hundred of them. That was long before the day of gluten, and I used small red wafers for securing the missives. While I was thus busy Mr. Sturdevant came into the counting-room; and when I observed that he was watching me I worked the best I could, hoping to get a word of approbation. By-and-by he spoke to me:

"Young man, don't you think half a wafer would secure one of those circulars just as well as a whole one?"

I looked up, probably exhibiting as much disgust as surprise.

"If you split your wafers," he added, "you will accomplish all you desire, and at the same time make a saving of just one half."

He turned away; and while I was thinking what a mean old wafer splitter he was, a lady entered who had been appointed one of a committee to obtain subscriptions towards building an orphan asylum. One public-spirited man had given the land, and now they wished to raise two hundred thousand dollars, if possible, for the buildings and necessary endowments. Mr. Sturdevant said he had already been consulted on the subject.

"Yes," thought I, "and I guess that's all it will amount to!"

But he took the paper and wrote his name, and then he said:

"I will give five thousand dollars."

I could hardly believe my ears.

At that moment the merchant arose to a stature of grandeur before me, and in my heart I blessed him; for even then I knew that the lesson of the split wafers, with its sequel, was to be the initial of my future success.

REACHING OUT . . .

When an opportunity is offered—for a "Good Thing"—is the aim of every wide-awake Grocer. That's why

CIRCLE TEA enjoys such enviable demand. The packages are odorless and air-tight. . . . .

LUCAS, STEELE & BRISTOL - HAMILTON

"TEMPUS FUGIT"

HAVE YOU **CAUGHT**

ON

to the fact that there is every probability of a

DUTY BEING PUT ON TEA ?

Have we your orders for RAM LAL'S TEA ? If not, why not ?

We have grand values in bulk goods, **INDIANS, CEYLON, ASSAMS, CONGOUS, HYSONS, GUNPOWDERS, JAPANS,** also a couple of lines in **DUSTS,** loose and in pound packages. Our travellers have samples ; if you have not seen them drop us a card and we will be pleased to send you quotations and samples.

JAMES TURNER & CO. - - HAMILTON, ONT.

WHOLESALE GROCERS AND TEA IMPORTERS.

To Port Arthur, Fort William,

and all Railway Points East, in Ontario

FREIGHT PREPAID on 5-case lots

"REINDEER BRAND"

CONDENSED GOODS

SPECIAL BARGAINS } TEAS! TEAS! TEAS!

Crown Brand, in packages I's and ½'s.
Tetley's Teas, in packages I's and ½'s.

FULL LINES . . . } CEYLON, ASSAM and JAPANS

SEE OUR TRAVELLERS OR WRITE FOR SAMPLES BEFORE YOU BUY.

THOS. KINNEAR & CO. WHOLESALE GROCERS TORONTO

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

SEVERAL invoices of Indian teas direct from Calcutta to Hamilton are to hand this week with Lucas, Steele & Bristol.

T. A. Lytle & Co. report a good trade just now in jams, jellies and marmalade.

Meadow Sweet cheese, 10 and 25c. size, is in stock with the Davidson & Hay, Ltd.

D. Gunn, Bros. & Co. report a good demand for their special cut and cure shoulder picnic ham.

The Davidson & Hay, Ltd., are quoting special prices this week on fancy and evaporated peaches and apricots.

A Young Hyson of exceptional quality is being offered by W. H. Gillard & Co. to retail at half a dollar. This is real value, the firm state.

H. Walker & Son, of Guelph, are just unloading car California Washington navels and car budded seedlings, reported to be of extra fine quality.

Warren Bros. & Co. have arriving this week a shipment of Demerara centrifugal sugar. It is of desirable quality and will be offered at a special price.

"It is needless for us to enumerate the kinds of fish we carry during Lenten season," say Lucas, Steele & Bristol. "Our assortment is always large."

During the coming season Frank Magor & Co., Montreal, will carry a full line of the toilet soaps manufactured by Messrs. J. C. & J. Field, Ltd., London, Eng.

The Eby, Blain Co., Ltd., report the arrival of several shipments of Ceylon teas in chests and half chests, which they claim are the best value they have ever offered.

Frank Magor & Co., Montreal, are introducing the olive oil put up by S. Rae & Co., Leghorn. This brand has been for many years a prime favorite in the American market.

The Eby, Blain Co., Ltd., are making a special push this week on all kinds of fish for Lenten trade, consisting of salmon trout, boneless codfish, Labrador herrings, pure cod and shredded codfish.

John Sloan & Co. report that their sales of "Kincora" package tea last week exceeded those of any previous week since this tea was put upon the market in October last. "Kincora" is put up in one and half pound packages, black and mixed.

W. H. Gillard & Co. are now prepared to fill orders for their "Seville" orange marmalade, which had such a large and merited sale last season. This marmalade is carefully put up under the personal supervision of a practical man, and made from nothing but the finest selected Seville oranges and extra standard granulated sugar.

MUNCHING GROCERS.

A DISCUSSION in an exchange reminds the writer that in some grocers' stores the younger clerks always appear to be munching something, and it has occurred to us that the habit must be expensive for the bosses. It is argued by some authorities that the best plan for the grocer is to give a new clerk full scope in sampling the stock, and that in two or three months the latter would become surfeited and never more care to devour his employer's goods. This might be true in some cases, but there is so much variety in the stock of the average grocer that an ordinary youth of robust appetite might never grow tired of the practice. Then, there are the fellows with capacious stomachs constructed upon the plan of the camel, and others of the scraggy type, each with a private tapeworm of his own; it would never do to let such as these have free eating at the expense of the stock, or the profits would surely suffer. Don't muzzle the ox that treadeth out the corn, but let the hollow varieties of clerk browse on the laundry soap and the candles, or refresh themselves with the coal oil and bluing, and keep a watchful eye on the fine crackers and fruits, the maple sugar, chocolate and other articles that are likely to tempt them.—Merchants' Review.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

THE sale of "Circle" brand tea has exceeded all expectations. Repeat orders are the order of the day. The odorless air-tight package is leading all others.

The Eby, Blain Co., Ltd., say: "Our 'Crushed' Java and Mocha coffee (XTR) is becoming more popular every day. Our sales have more than doubled themselves."

The Davidson & Hay, Ltd.: "We have a full range of Indian and Ceylon teas in stock; in fact, our stock of teas is complete and well selected in every line, and buyers would do well to see some of our values before placing their orders."

The Eby, Blain Co., Ltd., report that the sales of their "Kolona" Ceylon are increasing far beyond expectations. It is meeting with great favor from the Maritime provinces to British Columbia.

"Yes," say Lucas, Steele & Bristol, "it is true we are investing heavily in molasses. Price is away down, duty is a small one, and we look for an increase in both. We are now offering our 'Bargain' brand at the lowest figure we ever sold at."

A PROBLEM IN OATMEAL.

Editor GROCER,—Can you explain this conundrum? The oatmeal millers give my customers 12 lbs. oatmeal in trade for a bushel of oats, which at market price of oats to-day is 1¼c. a pound. They charge me $1.40 for 5 bag lots, or over 1½c. a pound. Are my brother storekeepers buying oats at 16c. per bushel and trading them for meal, or are they paying ¼c. too much for it?

Yours truly,

A COUNTRY STOREKEEPER.

D———, County of Grey, March 2, '97.

OUR SPECIALS FOR THIS WEEK ARE:

"Tea Cup" Japan, in 1-lb. packages.
Fancy Evaporated Apricots and Peaches.

We are offering great values in all grades of

ASSAM, CEYLON and DARJEELING TEAS.

The DAVIDSON & HAY, Ltd.
WHOLESALE GROCERS, - - - TORONTO.
Telephones 399 and 1399.

THE PORT OF ST. JOHN, N.B.

THE St. John, N.B., correspondent of The Maritime Merchant says: "Up to the end of last week, 26 winter port steamers had cleared from this port. Ten of them went to Liverpool, seven to London, five to Glasgow, two to Dublin and two to Belfast. One for Glasgow, one for Dublin and one for London were then in port, loading. Of the 26 cargoes, the largest was valued at $166,000, the smallest at $13,000. The average value for the whole 26 was about $90,000, which gives a total value of $2,340,000. Of this total at least a third would be in American goods, such as flour from Minneapolis, meats and lard from Chicago, wheat, bran, feed, flaxseed, oatmeal, steel rods, several hundreds of cattle, and some other goods. Freight continues to pile up rapidly, and all the tracks at the C.P.R. terminus and all its sidings between here and Megantic are crowded with laden cars. Considering all the circumstances, the port has been able to handle this through business very well this winter, aud there has been much less cause for complaint than had been feared when the extension of the harbor works met with such a severe check last fall. The labor question has caused no friction this winter, and there is altogether great cause for satisfaction with the manner in which the harbor authorities, the railway and steamship people have worked together."

DECEITFUL MERCHANTS.

"Do you run this butcher shop?" he demanded, as he walked in and began pounding on the meat block with his fists, relates The New York Journal.

"That's my gait," replied the butcher.

"And what kind of a man do you call yourself?"

"What do you mean, sir?"

"I mean," shouted the man, as he pounded some more—"I mean that you are not a square man!"

"For instance?" queried the butcher.

"For instance, you left a so-called ham hanging out-door last night and deceived my partner. It was only a base imitation, sir, and he didn't find out until he had carried it two miles. Is that a square deal or is it not?"

"So your partner took it?"

"He did, sir."

"How did it happen that you didn't steal it yourself?"

"Because, sir—because the grocer next door left a barrel of apples outdoors, and I shouldered it and walked home to find that he had headed up a barrel of oyster shells to throw me down! I'm on my way to tell him what I think of his low-down trickery, and just stopped to say that if you put up any more jobs on the public I'll heave paving stones through your windows!"

HELLO! Is that PURE GOLD?

YES.
Will you send up right away **FIVE** cases Peerless Washing Compound?
ANYTHING ELSE?
YES, send me 5 boxes of your new brand of Square Blue as soon as it is ready.
ALL RIGHT, it will be ready in two weeks, and will be of A1 quality and neatly put up.

Both of these lines are sellers, and pay the Grocer a good profit.

PURE GOLD MFG. CO., 31 AND 33 Front St. E., Toronto

FRENCH SUGAR BOUNTY.

THE following is a special report from Mr. George Dureau, editor of Journal des Fabricants de Sucre, prepared for Willett & Gray's Sugar Statistical, under date of Paris, Feb. 17 :

The present legislation in France is as follows : The beet sugar manufacturers may choose before Nov. 1st of each year one of the two following systems :

"First. System of running account. The beets are weighed by entry in the factory by the Government officials. For each hundred Kg. beets the account of the manufacturer is charged with 7.75 Kg. refined sugar. On from 7.76 to 10.50 Kg. refined sugar per 100 Kg. beets the manufacturer has the benefit of the reduced duty, being 30 francs per 100 Kg. refined sugar (the normal duty is 60 francs). If a manufacturer, for instance, obtains an output of 10 per cent., his premium or his bonus is 10—7.75 Kg.= 2.25 Kg. and 2.25 x 30—100=frs. 0.675, being fr. 6.75 per 1,000 Kg. beets. On 10.50 per cent. and upward the manufacturer has the benefit of only one-half of the surplus ; for instance, for an output of 12 per cent. his bonus is frs. 6.75, as mentioned before, and (12 10.50=1.50) 1.50—2=0.75 of surplus at 30 francs per 100 Kg., makes 0.75 x 30—100=frs. 0.225 or frs. 2.25 per 1,000 Kg. beets. In this case the total bonus is frs. 6.75 and 2.25=frs. 9 per 1,000 Kg. beets,

"Second. System of fixed percentage of waste. In case the manufacturer about Nov. 1 fears that he will not have an output of at least 9 to 11 per cent. in refined on account of the quality of the beets,

"It is his interest to choose this plan : In this case the Government guarantees him a fixed premium in the shape of a waste of 15 per cent, on the manufacturing. That is to say that on each 100 Kg. manufactured sugar, the manufacturer has the benefit of the reduced duty on 15 Kg., making a bonus of 15 x 30 — 100=4.50 francs per 100 Kg. manufactured sugar. The new law, which has just been passed by the Chamber of Deputies, and which is at present before the Senate does not modify in any way the present regimen of the sugar factories as herein before mentioned. It allows premiums to the export of raw and refined sugar (the latter has no bonus under the present system). The premiums just approved by the Chamber are fixed at frs. 3.50 per 100 Kg. for raw sugar and frs. 4.50 for refined and candied sugar in loaves or in lumps. frs. 4 for refined sugar, granulated or in small crystals. Until the 1st of September, 1897, only half of these premiums will be allowed on account of the advanced season.

"To provide for these premiums, there will be established a tax of frs. 4 per 100 Kg. sugar going into the refineries and of frs. 1 per 100 Kg raw sugar, not going into the refineries. These two taxes will evidently be charged to the consumers, and will augment the normal tariff of consumption tax from 60 to 65 francs. According to the preceding, the sugar manufacturer, who has, as a bonus of manufacturing, say 6 francs per 100 Kg. crystalized white sugar, will have under the new law a bonus of 6+4 = 10 francs. This is, grosso modo, the present and future situation."

IS YOUR STORE UP TO DATE?

A RUT, Webster says, is a furrow worn by a wheel. Would it not be well to add "commonly made by man for the purpose of hindering his progress?" remarks The Shoe Budget. Ruts are bad ; and (more is the pity) so many people seem to find comfort in them that they follow them throughout an entire career. If we are to attain our end, make our task successful, we must leave the ruts, not stick to them. It seems to be a weakness of the average man to get into ruts easily and stick to them tenaciously. Herein lies one of the greatest reasons why the average man is not successful, for it is proverbial that nine out of every ten fall.

It is an easy matter to get into a rut and very difficult to vacate it. We must be conscious of the rut before we can leave it. In many instances what is to-day a rut was, when adopted, a perfect method ; but the times and conditions have changed, and the method, instead of progressing and changing as well, kept on in its methodical uniform way and became a rut. And thus, seeing everything moving as it has been wont to move in a way we know was right when we started, we fail to alter it.

This is an era of up-to-date methods, and movements of ten or twenty years ago are out-of-date ruts. If we stick to them we are lost. Ten years ago, if you hadn't on hand just what your customer wanted, he'd take the nearest you had ; to-day he'll get just what he wants from your neighbor. Any kind of a store would do a dozen years ago ; to-day it must be well furnished, well kept, and inhabited by bright, courteous salesmen, or the best class of patrons will not enter it. Ten years ago a simple announcement in a local paper was all the advertising a retailer felt called upon to do ; to-day he takes more space, spends time writing advertisements that are attractive and that will sell goods, and in every way possible endeavors to make the advertising end of his business remunerative. The up-to-date retailer does this. He knows a rut when he sees it and avoids it every time. A short time ago a large manufacturer who feared the presence of ruts, also his inability to distinguish them, invited a friend to inspect his factory. The friend had little knowledge of the business and only that interest which the well-trained mind takes in any subject. But as the manufacturer explained his various methods the friend was quick to see faults and offer suggestions. The manufacturer now claims that this interview pointed out to him ruts the elimination of which has saved him $100 a week. Perhaps you can't see the ruts you're running in. Ask some friend—the one who won't lie to please you—how your store looks, how it compares with other stores, how you can improve, and he will probably point out a rut or two that avoiding will make money for you.

A TALE WITH A SEQUEL.

A SPRINGFIELD, Mass., grocer, Geo. Edwards, cured a woman of buying goods on credit the other day ; the woman came into his store and wanted to get some groceries, saying that she would pay for them in a few days. She wouldn't give her name or her place of residence, and the grocer hesitated for a time, but finally let her have them. When she had gone, however, Mr. Edwards became suspicious. It was found that she had a similar bill with another clerk in the store, so he determined to find out where she lived. He accordingly told the errand boy to follow her, and bring back the number of her house, and the boy started out. The woman soon discovered the game, and determined to elude him. She turned up one street and down another, then zig-zag and back again, and finally took a street car. But all to no avail ; the boy kept the trail with the unerring instinct of a hound. Finally, having led him as far as Andrew street, she became desperate. Waiting for him to come near, she suddenly turned around, threw the groceries in his face and walked off in triumph.

But, alas ! this isn't all the story. As our Springfield correspondent tells it.

"A companion suggested to the boy that he might get money from the woman on the blackmail plan. The story goes that the woman paid him $2, 60c. of which he gave to the originator of the scheme. The boy's employer heard of the transaction and made him return the money. On his return from this errand he was discharged. The boy lost the 60c. which he gave to his chum and his position by the transaction. In fact, there was no profit to any of those concerned except to the recipient of the 60c."—N.E. Grocer.

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

VERY OLD HIGHLAND WHISKY.

GOLD MEDAL CALCUTTA EXHIBITION

Cockburn & Co.

ESTABLISHED 1796. Leith & London.

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

A BARGAIN

PURE JAMS AND JELLIES

Do you use them? Prices and quality right. If you want a bargain in these goods, write

R. J. GRAHAM, - - BELLEVILLE, ONT.

THE LATEST GERMAN IDEAS.

Berlin Correspondent Stationery Trades Journal.

MOUSE grey note paper is still very fashionable, and sheets as well as envelopes appear as if they had had to suffer an attack from that little gnawing pest, the mice, for one corner of each looks as if it had been nibbled. The so-called ombre paper bids fair to become a general favorite this season. The sheets are mostly square and tinted with shaded colors. If, for instance, the left-hand top corner appears in deepest scarlet this grows gradually fainter towards the right-hand bottom corner, where only a very pale yellow is to be seen. Thus, dark blue changes into turquoise blue, mauve into pink, and so on.

Envelopes are no longer used by fashionable people, who write their letters on large sheets of imitation hand-made paper, which they fold and stick or seal in the old-fashioned way of 50 years ago. There is, however, a new envelope in the market, the two opposite flaps of which are loose, and end into two inter-locking parts It is claimed that this secures them against being fraudulently opened, but arrangements of this kind have been quite the rage for some time, and might lead one to think that we were living in an age of epidemical indiscretion, against which everybody has to be continually on his guard. According to the latest rules, name cards, pure and simple, are no longer to be used at stylish German dinner parties. In future every gentleman invited will be handed a little folded letter card, with an imitation seal, in which he will find the name of the lady whom he is requested to conduct to the dinner table.

Very few interesting new things, which have no connection with note paper and envelopes, have of late appeared, but this is nothing unusual immediately after Christmas, and in another month or two a fresh start will be made. A very pretty novelty which stationers are sure to find a salable article, consists of a most amusing painting book for children. The painting is to be done with a brush and ordinary water on white paper within the printed outlines of some objects in the book, and it will be no little surprise to the young ones, when they, nevertheless, see a coloured picture appear under their brush. The paper, is of course, prepared in a special way. Paper clips of an improved pattern are continually appearing in the market, but there is, as a rule, very little novelty to be detected in them. This cannot very well be said of a new appliance of this class, although the object in itself is quite an old acquaintance of ours, as we have hitherto been used to it as a key ring. But now it is called a paper clip, since one of the ends over which we would slip the keys has been make to stick up a little, just as if our old friend were turning up its nose at its old companions, the keys. The idea, however simple, is a capital one, though some people will not own it, and a friend of mine said he might just as well take off his boot, place it on the papers on his writing desk and henceforward call his "phiteesis" paper weights. Of course he can do so if he likes, but he would not get his idea patented, not even in England, which means a lot. Such a steel ring is most suitable for the purpose mentioned, and in the smaller sizes can even be used for keeping papers together which we do not wish to be perforated by pins or other fasteners, and which we have to carry about in our pockets.

A very handy arrangement for keeping copying sheets moist and always ready for use has just been patented in all countries. It consists of a square hermetically closing box, with a false sieve bottom, on the top of which the copying sheets of blotting paper are placed. The lower part is then filled with water, which must reach the sieve bottom, from whence it will be drawn up by the blotting paper. Should the latter ever be found too wet, a few dry sheets placed between will soon prove an effective remedy, or, if too dry, the box is to be turned upside down for a minute or so.

THE VICTORIA BRIDGE.

AFTER having done duty for nearly 40 years, the celebrated Victoria bridge at Montreal is considered to afford insufficient accommodation for the increasing traffic, and a movement is on foot to replace Stephenson's tubular structure with truss spans for a double line of rails, with provisions for a tramway and footpath on each side. It appears that not only do the inhabitants of St. Lambert desire more frequent and quicker accommodation than that furnished by the present train service, but there is also a pressing need for improving the railroad connections from the south in order to avoid the delays which are now experienced, consequent upon the use of the present single line of bridge. On account of these demands, and because it has been represented to the Grand Trunk Railway Co. that the proposed work in replacing the present structure with a new bridge was one of sufficient importance to warrant both provincial and national aid, the company has intimated to the authorities its willingness to provide the necessary facilities if the latter are willing to grant such aid. The Victoria bridge, we may add, was designed by Robert Stephenson. It is 9,144 feet long, and is built of iron on the same tubular principle as are the bridges over the Conway in the Menai Straits. The total length of the tubes is 6,592 feet, and the height above the river to the bottom of the centre span is 60 feet. There are 24 spans varying from 242 to 247 feet each in length, with one in the centre of 330 feet. The grade of the tubes from each end toward the centre is 1 in 130, and the weight of the tubes is 9,044 tons. The piers are built of solid masonry, and the total amount of masonry in the piers and abutments is 100,000 cubic yards. The tube through which the track is laid is 22 feet high and 16 feet wide. The first stone of the bridge was laid on July 20, 1854, and the bridge was opened for traffic on Dec. 17, 1859.—Railway Review.

TO A BEGINNER IN BUSINESS.

A word to the young man preparing to open a store of his own: When you get ready to tell the public what you are going to do, tell the public what you are going to do. Use plenty of advertising space to tell your story well and thoroughly, but tell it simply. Don't whoop. Don't turn verbal flip-flaps. Don't make a jumping-jack of the English language. Don't tear your hair and froth at the mouth.

Just get down to business and tell people, in short, simple words, all about your new store and your new goods. Act like a solid business man, not like a fly-by-night fakir. The man who merely jumps up and down might as well stand still. "Soft and fair goes far in a day."

Work up a good solid business by solid business methods. Coax, and wheedle and suggest, and argue—don't try to yank trade in by the hair. As Bill Nye once sagely observed: "When you want to kiss a girl, don't grab for it. Take your time—it's there."

THOS. DOHERTY & CO.

The insolvent tea business of Thos. Doherty & Co., Montreal, details in connection with which have already appeared, is to be wound up. It is understood that the second offer of 35c. on the dollar was not satisfactory to the creditors in some of its provisions, so the estate is to be liquidated, Mr. Thos. Doherty making a formal abandonment last Monday.

QUEER SUBSTITUTE FOR TEA.

There is a queer substitute for tea called "yerba mate," which is produced largely in Argentina, Uruguay and Paraguay. It is obtained from a plant known to botanists as Ilex Paraguayensis. The flavor of it is bitter and pleasant, and it is believed that before long considerable quantities of it will be consumed in the United States. Foreigners residing in the countries mentioned become very fond of it, preferring it to ordinary tea. In South America it is drunk from little gourds, which are beautifully carved and mounted in silver. For drinking it little tubes of silver are employed.

Look at this Bicycle.

This wheel can be bought by you at a price that will positively astonish you.

WRITE FOR PARTICULARS.

A post card is all you have to expend to get reply.

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Manufacturing Grocers

TORONTO - CANADA

TORONTO RETAIL GROCERS.

SICKNESS prevented the attendance of President J. S. Bond at the regular meeting of the Toronto Retail Grocers' Association on Monday night, and Vice-President W. H. Marmion occupied the chair in his stead. Owing to the inclemency of the weather the attendance was small.

A communication was received from the Merchants' Association, Ottawa, in regard to the law exempting the salaries of civil servants from attachment for debt. Readers of THE CANADIAN GROCER will remember that the business men of Ottawa decided some weeks ago to memorialize the Federal Government to so amend the law that the peculiar privileges enjoyed by civil servants in regard to exemption of salaries from attachment for debt should no longer obtain. The communication received by the Toronto association on Monday night was a call for the co-operation of that organization in securing the desired reforms.

Sympathy was expressed with the movement, and a committee was appointed to lend practical aid.

The question of a statutory Saturday half holiday was discussed, and the consensus of opinion was not favorable as far as the provisioning trades were concerned.

The committee having in charge the recent smoking concert reported a deficit of $25.

A NOTABLE FACT.

It is a notable fact, say Willett & Gray, that the price of beet sugar on the London Sugar Exchange this week fell to 8s. 8¼d., which was below the lowest price quoted during this or the preceding campaign year, and within 2¼d. of the lowest price ever known of beet sugar. The circumstance leading to this decline was largely due to the increased receipts of the Cuba sugar crop, which continue to grow larger with each succeeding week and are now considerably ahead of last year to same date. Too much importance may be attached to these receipts, for the reason that the estates which can grind at all are pushing ahead with all the vigor possible and will complete the grinding of all their cane within a very short period, after which it is quite likely the receipts will fall as rapidly as they have risen.

"Cow" brand bi-carbonate soda in ½ and 1-lb. packages is being introduced on the Toronto market by Mr. E. Fielding, who has been appointed agent.

PERSONAL MENTION.

President Bond, of the Toronto Retail Grocers' Association, is confined to his bed with la grippe.

Mr. P. C. Larkin, of the "Salada" Tea Company, left yesterday for a visit to the "Salada" agencies in Buffalo, Pittsburg, Scranton and Wilkesbarre.

Mr. Joseph H. Devany, who for the past ten years has been a member of the Eby, Blain Co.'s traveling staff, is severing his connection with that firm.

Mr. C. E. Colson, Crosse & Blackwell's agent, and Mr. J. H. Magor, Keen, Robinson & Co.'s agent, are taking spring orders in Toronto and the west this week.

Sir Frank Smith, formerly one of Toronto's well-known wholesale grocers, has been elected president of the Dominion Bank and Mr. E. B. Osler has been advanced to the vice-presidency.

CHANGE IN A CHATHAM FIRM.

Mr. Kitchen, who has been a member of the firm of Heyward & Kitchen, wholesale and retail grocers, Chatham, Ont., for the past six years, has retired. The business is being continued by Mr. G. S. Heyward.

The business of manufacturing chewing gum, prize packages and pop corn is being continued by I. D. Bradshaw, of Toronto.

SEVEN Large Refrigerator CARLOADS!

It looks large, but this represents the quantity of **HEINZ'S** Pickles, Sauces, Baked Beans, etc., which we have handled in the last five months.

If you are not now stocking these goods you are missing profits, and your customers are missing a good thing.

H. P. ECKARDT & CO., Ontario Agents for Heinz Manufacture TORONTO.

Seville Orange Marmalade

Of the highest quality, manufactured from the pure, luscious Seville Orange and Extra Standard Granulated Sugar.

THE BEST IMPORTED is not superior to "Seville"; the ordinary article away below its standard.

IMITATIONS are everywhere—a mixture of inferior fruit and apple jelly. With "Seville" goes our absolute guarantee.

Put up in 7-lb. pails expressly for our customers.

W. H. GILLARD & CO. Wholesalers Only... HAMILTON

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
Limited.

Fine Magazine Printers
and
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
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IT IS OF NATIONAL IMPORTANCE.

A GOOD many people who are inclined to treat lightly the importance of a railway through the Crow's Nest Pass are fond of asserting that it is only a local road and that therefore the citizens of Eastern Canada ought not to interest themselves in the matter.

It is quite true that, in its narrow sense, the proposed road is a local road, but that does not warrant the business men of Ontario and Quebec being uninterested in its construction.

The road will be primarily local, but not altogether. It will be local just as any one link in a chain is independent of the other links, just as the balance wheel is independent of the other wheels in a watch.

In its broadest sense the Crow's Nest Pass Railway cannot be a local road. It must be a part of the railway system of the country. It must be linked to other lines.

At present between the wholesale merchants and manufacturers in Eastern Canada and the retail merchants and consumers in Southern British Columbia there is a great gulf fixed.

A railway through the Crow's Nest Pass would bridge that gulf and make possible what is now in some respects impossible. Hence, in its broad sense the road could not be termed a local one.

On the contrary, it is, more properly speaking, a link—and an important one at that—in the great railway system that is the highway for the transportation of goods from the east to the promising gold fields in the Kootenay country.

In the meantime, while the missing link is absent, United States merchants, and not Canadian, are monopolizing the trade in that part of the Dominion.

It is through provincial glasses that those are looking who can see nothing but localism in the construction of the Crow's Nest Pass Railway.

The chief of Canada's drawbacks is provincialism. It has crept into commercial matters. It has crept into religious matters. Let us away with it. The construction of the Crow's Nest Pass road is a national undertaking. Let us, as true Canadians, acknowledge it as such.

Three or four years ago William McKinley was a bankrupt; now he is President of the United States.

LOW OFFERS ON RIO COFFEE.

LOW offers made recently on Rio coffee in Montreal have attracted some attention in the trade.

These offers are apt to be misleading to the general run of buyers, for they are not a fair criterion of the average market price.

It is understood that certain goods have been offered to Montreal jobbing houses at 8½ to 9c., without finding a buyer, for the reason that the grade did not suit.

The fact that some of the latest advices to commission men in Montreal quote Rio coffee from 9 to 9¼c., cost and freight New York, shows clearly that the above-mentioned prices are unusual and due to special circumstances.

It would cost to-day fully 9½c. to lay down Rio in Montreal.

These low offers are a result of the decision to wind up the insolvent estate of Thos. Doherty & Co. This firm controlled a certain quantity of coffee as well as tea, and the liquidators, of course, have to do the best they can with the goods. Buyers are aware of this fact and act accordingly; but the quantity is not sufficient to seriously affect the ruling range of prices.

Another cause given by some of the theorists for the low offers was the coffee war in the States. The conditions of this battle, however, render it impossible that it would affect values on the goods in their raw condition. It is roasted and ground coffee that the fight is being waged on, not goods in the bean.

RECORD BREAKING IN FOREIGN TRADE.

CANADA'S foreign trade during the fiscal year 1896 was a record-breaking one.

In exports we never before reached the figures we then did, notwithstanding the low range of values. The total exports were valued at $121,013,852. This was 10.50 per cent. larger than in 1893, the previous record year.

Our aggregate trade with the United States was $103,022,434. This was another record-breaker, although only by .8 per cent.

The aggregate trade with China and Japan was nearly $40,000 larger than in any previous year.

Imports from the United States touched the highest point since Confederation by $352,148, the figures being $58,574,024 and $58,221,976 respectively.

The most remarkable feature of record-breaking, as far as percentage of increase is concerned, is in respect to our imports from Belgium. The record year up to the present was 1890. The imports then aggregated $721,332. Last year they reached the total of $920,758, or 27.60 per cent. larger than in 1890, and no less than 106 per cent. larger than in 1895.

Early closing will only come when merchants are prepared to close up their petty jealousies.

LARGE SALES OF TEA.

The tea market in Montreal continues strong and prices are firmly held, despite the fact that demand is limited. Commission men are at a loss to understand this in view of the generally admitted fact that stocks in jobbers' hands are not excessive.

During last week, however, it is understood that Morrow & Ewing put through some round lots of black Congous and Japans, aggregating 1,000 odd packages in all.

The basis on the first named ranged from 9 to 20c., according to grade, and on the Japans 16 to 20c.

BACK FROM SUNNY JAMAICA.

MR. W. H. Clemes, of Clemes Bros., and Mr. Howard Clemes, of D. Gunn, Bros. & Co., have returned from a flying trip to Jamaica. They enjoyed their excursion immensely, while their faces bear the marks of the combined influences of the sea air and the tropical climate.

On their voyage down they ran through a portion of that storm which nearly swamped the United States Navy, and on the way back they were immersed in a fog for forty-eight hours. THE CANADIAN GROCER learns that the captain of the steamer charged Mr. Walter Clemes with being a Jonah, and would have thrown him overboard had he seen a whale sporting about within hailing distance. Fortunately for Mr. Clemes and unfortunately for Mr. Whale, no leviathan appeared.

The stay of the Messrs. Clemes on the island was limited to five days, but they made the best of the time at their disposal. They landed at Port Antonio and took the train for Kingston, eighty miles distant, thus having the experience of riding over the line reputed to be the most zig-zag in the world. With Kingston as their headquarters, they took train and carriage for the interior of the country.

They were unable to visit the most famous of the island's fruit-growing localities, but they saw enough of Jamaica to impress them with its wonderful fruit-producing capabilities.

"It was delightful," said Mr. Walter Clemes, "in driving along the country roads to see cocoanuts, oranges, bananas, palms, etc., growing wild in abundance on either side, to say nothing of the luxuriant vegetation generally. Then the roads! They are delightful. We have got nothing like them in the vicinity of Toronto."

In reply to a question in reference to the recent attempt to introduce Jamaica fruit into England, Mr. Walter Clemes said: "The trouble is, they have not yet got on to the proper way of packing the fruit. For instance, a planter puts a lot of natives to work gathering oranges. He instructs them as to ways and means of doing so. While he has his eyes upon them it is all right. But when his back is turned it is all wrong, for immediately the boss is out of sight the natives will bring the fruit down by merely shaking the trees. If they are remonstrated with they say: 'Oh, well, get somebody else.' And as there is no one else but the native the planter is compelled to put up with it. The natives are perfectly independent. They can sleep in the open air, and in the morning when they wake can reach up their hand and gather their breakfast from the trees. Their wants are therefore necessarily few. A dollar will go a long way with them, and when they have earned one they have no desire to earn another until their pocket is again empty."

The Crow's Nest Pass Railway is a nest wherein many prejudices and selfish interests are being hatched.

DEPARTMENTAL STORE CHANGE.

SOME striking changes have taken place in Toronto commercial circles during the last twelve months. The latest is that of the departmental store firm of R. Walker & Sons.

This is one of the oldest firms in the "Queen City," being established 61 years ago by the late Robert Walker.

A couple of weeks ago it was announced that the firm would go into liquidation. But the firm has gone out of business much quicker than it was anticipated, for a few days ago W. A. Murray & Co., whose stock was damaged by fire the other day to the extent of $100,000, made a deal with R. Walker & Sons whereby they became the owners of the latter's business.

W. A. Murray & Co. took possession on Tuesday morning. The invoiced price of the stock was $185,000, and the figure paid was 65c. on the dollar. The purchase includes the dry goods, clothing and boot and shoe stocks. The boot and shoe and toy departments were not owned by R. Walker & Sons, being "farmed" out to other firms. W. A. Murray & Co.'s lease of the Walker building is merely a day-to-day one, and THE CANADIAN GROCER understands that its permanency depends upon their ability to find tenants for their own store, which is three stores turned into one.

The amount of insurance awarded W. A. Murray & Co. by the underwriters, it might be mentioned, was $95,022.

FORMED A DEPARTMENTAL STORE.

FOUR Gananoque business houses have decided to amalgamate and form a departmental store.

The four firms are: Britton & Donovan, general merchants; D. Darling, grocer; E. H. Ellis, hardware; and H. C. Taylor, dry goods.

The amalgamation goes into effect on May 1.

The style of the firm will be The Departmental Store Co., Ltd. In the application for incorporation, which appeared in the last issue of The Ontario Gazette, it was set forth that the company propose the carrying on of a general mercantile business, including (a) dry goods, fancy goods, notions, merchant tailoring, gents' furnishings, millinery, mantle and dressmaking; (b) groceries and patent medicines; (c) hardware, tinware; (d) furniture; (e) machinery, implements and vehicles.

The capital stock of the company is $75,000, in 750 shares of $100 each.

CURED MEAT SITUATION.

The condition of the provision market is more interesting than it has been for some time.

Prices of cured meats have been unsatisfactory for several months, not being enough, it is alleged, in some instances to reimburse the packer for his outlay.

Lately the English market has improved. Naturally this is being reflected on the home market, and within the last week or two there has been an advance practically all along the line, and still higher values are looked for.

The goods which are most wanted to supply the export demand are Wiltshire sides, and as this cut takes practically the whole side, the desirable light meats are becoming scarce.

Then, long clear is also becoming scarce. This is due to the fact that farmers have been specializing on light hogs, which produce the kind of meat wanted on the English market, while the price of the desired weight of hogs was more remunerative. To-day the price of light hogs, dressed, is from fifty cents to one dollar per hundred pounds above the figures ruling for heavy, fat hogs.

Then, a feature of the situation is the disinclination of the packers to cut up meat at the prices at which hogs are now ruling, having no guarantee that the present figures on the finished product will be maintained.

BRADSTREET'S NEW TORONTO OFFICES.

AS long as business is done the soul of it will be credit. And as long as credit exists ways and means of protecting the creditor will be necessary. Information is, and always will be, the chief safeguard. For a great many years the chief instruments for supplying this have been the mercantile agencies. Foremost among these is The Bradstreet Company, whose business not only now extends over the continent of America, but also over the whole world.

Mr. T. C. Irving, Superintendent.

The Ontario branch of this concern has its headquarters in Toronto, and the offices of this branch have, within the last few weeks, been removed to more commodious and convenient quarters in the McKinnon building, Jordan and Melinda streets.

The new offices are handsomely appointed and are well situated. The general office, included in which are the superintendent's office (13.6 x 17.9), travelers' room (9 x 9.3), book-keepers' room (6 x 9.6), occupies 80 x 31 feet. In addition to this there are three rooms adjoining the south end, two of which are cloak rooms for men and women respectively, while the third is known as the file room. The business office proper runs along Jordan street for the whole depth of eighty feet. In this room are eleven windows, eight facing Jordan and three facing Melinda street. The superintendent's private office also faces Melinda street and has two large windows. This latter office is separated from the business office by a partition of quarter oak and English plate glass. All the fittings about the premises are of quarter oak.

Located in the business office are the chief clerk, clerks, reporters, corresponding clerks, mail clerks, examining clerks, stenographers, typewriters, enquiry clerks, etc.

The offices are lit with gas and electric light. Three large vaults are ranged along the eastern wall.

Bradstreet's was established in Toronto over thirty years ago, the offices being opened by Mr. Charles F. Clark, who is now the president of the company. Its first offices were in the Bank of Toronto building, Church and Wellington streets. From there they were removed to the building now the site of the executive offices of the Imperial Bank, but then occupied by the Quebec Bank. The year 1872 found them in the Royal Canadian Bank building at 27 Wellington street west. From there they moved to the Fisken building at Scott and Front streets. Fifteen years ago the offices were removed to No. 36 Front street east, the old Consolidated Bank building, where they remained until three weeks ago, when they were removed to their present site in the McKinnon building.

The concern now known as The Bradstreet Company, whose executive offices are in New York, was established in 1849 under the style of J. M. Bradstreet & Son. Subsequently it was formed into a joint stock company under the style of The J. M. Bradstreet, Son & Co., and about twenty-five years ago it became The Bradstreet Company. The company's branches are now to be found in all the chief commercial countries the world over.

Mr. Chas. F. Clark, the president of the company, is well known in financial circles in the United States. Under his direction the Bradstreet agency has made marked progress.

Some idea of the extent and importance of the company may be gathered from the fact that last year it recorded 745,475 changes, let alone the multitude of written reports which are sent out giving the financial standing of various firms throughout the world. The last printed volume of the company contained no less than 1,164,271 firms doing business in 79,955 places.

The superintendent of the Ontario branch is Mr. Thomas C. Irving, who is one of the best-known men in Western Canada to-day. He was born in Scarboro' township in 1849, and his education was acquired in the rural schools and the Toronto Grammar School, now the Jarvis Street Collegiate Institute. After leaving the Grammar School he filled the position of assistant librarian of the Toronto Mechanics' Institute. For a time he was one of the trustees of the Collegiate Institute Board, and during the time he filled this trusteeship he was chairman of the Finance Committee. Mr. Irving entered the Toronto office of the company thirty years ago as a junior clerk, and he gradually worked his way up through various positions until about twelve years ago he was appointed superintendent.

ONLY TOO TRUE.

At a meeting of the Executive Committee of the Canadian Packers' Association held in Hamilton a few days ago, the article which appeared in THE CANADIAN GROCER of February 26, pointing out the inherent weakness of some of the packers, came in for a good deal of discussion.

"I say," remarked one member from the Niagara district, after reading the article to those present, "isn't that a blankity blank hard article? And the worst of it is, gentlemen, it is only too true."

Specialties for Lent...

SARDINES

"La Favorite"
"Cordon Bleu"
"Sportsman"
"Royans a la Bordelaise"

"Sultanines"
"Vatel"
"Boneless"
"Domestic."

Anchovies in Salt and Oil. **Anchovy Paste.**
Calder's Fleecy Cod—for fishballs, etc.

The CROWN FLAVORS are a good line for all seasons.

ROBERT GREIG & CO.

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LORIMER'S WORCESTERSHIRE SAUCE

The finest article of its kind for less money than anything on the market. . .

IT'S A GREAT SELLER

ROBERT GREIG & CO. Sole Agents for Canada **MONTREAL**

We are Agents

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MACONOCHIE BROS.
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Their name the world over is famous for excellence in...

Jams, Marmalade, Fruits, Pates, Camp Pies, Potted Meats, Bloater Paste, Pickles, Sauces, Vinegars, Fresh Herrings, Kippered Herrings, Findon Haddocks, Herrings in Shrimp Sauce.

The best is not too good for your customers—these goods are the best, not the highest priced.

ROBT. GREIG & CO.

MONTREAL.

Import Agents for :::
MACONOCHIE BROS. for Prov. of Quebec and Ontario.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, March 11, 1897.

GROCERIES.

SCARCELY has a week in the wholesale grocery trade of Toronto been less interesting than that of the past week. The weather made dull what was already a quiet trade. In no one line was there any activity. During the last couple of days, however, there has been a slight recovery, a great many more orders coming in. Canned tomatoes and peas continue firm, but the demand is much about as before. Canned fish for the Lenten trade is beginning to move a little, but the demand is by no means active. Sugar is dull and the feeling as to price is unsettled. There are a few teas moving, but the volume of business in this respect is not nearly as large as it was a few weeks ago. Currants continue firm and in fairly good demand.

CANNED GOODS.

There is a demand on Lenten season account for canned fish, but the movement is by no means brisk, and no great activity in this particular line is anticipated. Tomatoes and peas continue to occupy a firm position, but very few transactions are, however, taking place. Canned fruits are quiet. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 70 to 75c. for ordinary; sifted select, 80 to 95c.; extra sifted, $1.15 to $1.30; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50 to $1.55; cohoes, $1.15 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

Good grades of Rio coffees are gradually getting scarcer, while the quality offering is getting worse. No improvement is now expected until the new crop arrives in July next. The demand is good for high-grade Brazilian coffees. We quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

The syrup market appears to be receiving little or no attention. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Advices from New Orleans indicate a slightly improved movement, but taking it all round, the molasses market is dull. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

There have been a good many transactions in raw sugars in the outside markets during the past week, but prices in both London and New York have been irregular. Beets for next month's delivery declined ¼d. on Saturday in London, and in New York on Monday Nos. 8, 11, 12, 13 and 16 refined sugars declined 1-16c. per lb. and Nos. 9, 14 and 15 ⅛c. per lb., but without making much impression on the demand, which is light. On the Canadian market there has been no change in prices, but business is dull and the feeling naturally somewhat unsettled in sympathy with the condition of the outside markets. Wholesalers still quote granulated at 4 3-16 to 4¼c. for 5 barrels and over, and at 4¼ to 4 5-16c. for less than 5 barrels; 3½c. per lb. upwards for yellows; Demerara crystals, 4 to 4½c.

SPICES.

Spices continue firm, with Singapore pepper about ¼c. per lb. dearer in the primary markets. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed

BUTTER TUBS

Best White Spruce

We are booking orders for Spring delivery, at special rates.

Write us

WALTER WOODS & CO.

HAMILTON

Brooms, Brushes, Paper, Twines

Grocers' Sundries

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal

For Price List.

Teas Come and Teas Go

BUT . . .

"SALADA"

CEYLON TEA

goes on increasing in popularity with the grocer, and with the consumer. Because it is the finest of all Teas, and it is guaranteed to give you better satisfaction than any other, or you can return it.

SALADA TEA CO.

25 Front St. East - - TORONTO
15 Niagara St. - - - BUFFALO
318 St. Paul St. - - - MONTREAL

The Song of the Washboard

is now seldom heard. Sensible people appreciate the difference between the old and the new way of washing clothes. No more bending over the sickening fumes of the washtub and rubbing the clothes into rags.

SURPRISE SOAP has revolutionized all this, and has made a name for itself all over Canada. There's a constant demand for it because people know it and have confidence in it. You can't carry a safer article. It always sells and always gives satisfaction.

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TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, quoting 2½ to 3½c. for choice to fancy stock.

NUTS.

There have been some transactions in almonds during the past week, but in general trade is quiet in nuts. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

The demand is moderate for the lines enumerated below. We quote: Rice, Standard "B," 3¼ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

The movement in teas is gradually getting less, although there is still a nice trade being done for this time of the year. China teas are a little more active owing to the fact that there are more of those goods on the spot and available before the budget will be brought down. Latest mail advices from London state that the market for flavory low-grade Ceylons continues to advance. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Advices from Patras, while noting no further advance, note a continuance of firmness in prices there. Locally there is nothing new to note. We quote: Provincials, 4⅜ to 4½c. in bbls.; fine Filiatras, in bbls., 4½ to 4¾c.; do, half-bbls., 4½ to 4¾c.; Patras, 5 to 5¼c. in bbls., 5⅛ to 5¼c. in half-bbls., and 5⅛ to 5½c. in cases; Vostizzas, cases, 6 to 8c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are neglected. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Malaga raisins are without change. We quote: Dehesa clusters, $3 to $4; Non Plus Ultra, $5 to $5.50; Imperial bunches, $4.50 to $5; Imperial Russian clusters, $4.50 to $5.

Figs continue dull. Wholesale quotations are: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Dates continue quiet. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

California prunes are experiencing a slightly better demand, but supplies in this country are almost exhausted, and it is difficult to replenish them from the Coast at prices which will pay shippers. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 11½ to 12½c.

A little better enquiry is reported for California evaporated fruits. Peaches are about cleaned out of the primary market, and the tendency is toward higher values. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. TORONTO.

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A First-Class Agency for

TEAS

Ceylons, Indians, China Blacks, Japans. From direct importers and shippers.

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E. NICHOLSON

124 Princess Street, **Winnipeg,**

Successor to W. F. Henderson & Co.

Wholesale Commission erchants

ESTABLISHED 1882

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16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

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BOLOGNAS, ETC., ETC

Kettle-rendered Lard of best quality

..Preservatives and Seasonings a specialty..

FRESH ARRIVALS

NEW VALENCIA ORANGES

. . . ALSO . . .

CALIFORNIA NAVELS

We want your trade.

CLEMES BROS., - Toronto

51 Front Street East.

GREEN FRUIT.

Buyers complain that they are unable to obtain small and medium sizes in California oranges, the size of the fruit being so large this season. Valencia oranges are dearer, and the large 420's are quoted one dollar per box higher. Lemons are in fair demand and firm in price. We quote: Oranges—Valencias, ordinary, 420's, $4 to $4.50 per case; large 420's, $6.50 to $7; 714's, $4 to $4.50 per case. California navels, $3.50 to $4. Lemons—Messinas, $2.25 to $2.50 per box for fancy, and $1.75 to $2 for choice; cocoanuts, $3.75 a sack and 60c. per doz.; apples, 75c. per bbl. for greenings and Baldwins, and $1.25 to $1.50 for Spies; onions, $1.50 per 80 lb. bag for Danvers; cranberries, Cape Cod, $5 to $7 per bbl. and $2.50 per case; Canadian cranberries, $4 to $5 per bbl.; bananas, $1.25 to $1.75.

BUTTER AND CHEESE.

BUTTER—Choice large roll dairy butter is scarce, and ½ to 1c. per lb. more is being paid for it. Low-grade and medium is still coming forward faster than the market can absorb it. There is practically no choice dairy tub butter coming forward. Creamery butter is in good demand at steady prices. We quote: Dairy butter—Tubs, 11 to 13c. for good to choice; low-grade to medium, 7 to 8c.; pails and crocks, 11 to 12c.; large rolls, 12½ to 13½c. for good to choice, and 7 to 8c. for low-grade to medium; pound prints, 14c. Creamery—Tubs, 19 to 20c.; 1-lb. blocks, 20 to 21c., according to make.

CHEESE—Although the English market is a little lower than it was, there is no change on the local market, stocks being very light. The demand, however, is not active, on account of the high prices ruling. A few small lots of new fodder cheese have been on the market, but shipments are not regular yet. The idea for fodder cheese is 9 to 10c., and for ordinary September and October cheese 11 to 11½c.; choice qualities of late makes are held as high as 12c.

COUNTRY PRODUCE.

BEANS—Business dull. Ordinary mixed lots are quoted by wholesalers at 40 to 50c. per bushel, and choice hand-picked at 75 to 80c.

DRIED APPLES—Dull. Choice are quoted by wholesalers at 2¼ to 2½c., and fancy at 3 to 3½c.

EVAPORATED APPLES — No demand. Wholesale quotations are: Quarters, 2¼c.; sliced, 3c.; best brands, 4c.

EGGS—Prices are lower on account of heavy receipts, while the consumption is not

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE. DERBY

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . . 140 Princess St. Market Square WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

"SHIPPERS ATTENTION"

Reference—Bradstreet's.

Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

Established 1892.

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST - TORONTO.

JAPAN JAVA

MOUNT ROYAL

RICE

MILLS BRAND

PATNA BURMAH

D. W. Ross Co., Agents.

G.F.& J.GALT 42 SCOTT St TORONTO. PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons Biscuit Manufacturers **Owen Sound.**

heavy. The idea as to price for fresh eggs is 11c., and at this figure values appear to be steady.

POULTRY—Receipts are light, and all coming forward are readily taken. Turkeys have sold as high as 10½c. per lb. during the past week. We quote: Chickens, 30 to 60c. per pair; turkeys, 9½ to 10½c. for bright stock; geese, 7 to 8c.; ducks, 60 to 70c.

POTATOES—There is no improvement. Good stock is quoted at 22c. in carload lots on track and small lots out of store at 30c. per bag.

MAPLE SYRUP—A little business is being done in last season's syrup at 70 to 80c. per gallon.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are light and prices rather lower. We quote: Wheat, 76c. for white and 74½c. for red, and 63 to 63½c. for goose; oats, 21 to 22½c.; peas, 40 to 41c.

FLOUR—Trade is quiet and prices lower. We quote in carloads on track, Toronto: Manitoba patents, $5; Manitoba strong bakers', $4.50; Ontario patents, $4.30 to $4.50; straight roller, $3.85 to $4, Toronto freights.

MILLFEED — Prices are higher. We quote: Bran, $9.50, and shorts, $10.

BREAKFAST FOODS—Trade is dull. We quote: Standard oatmeal and rolled oats, $2.80 in bags and $2.90 in bbls.; rolled wheat, $2.60 in 100-lb. bbls.; cornmeal, $2.30; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH AND OYSTERS.

Although the Lenten season is now on, the demand is not typical of that season, business being dull, while stocks are heavy. We quote: Manitoba white fish, 5½ to 6c.; ditto in kegs, $4.50; frozen trout, 5½c.; ditto in kegs, $4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.25 to $2.50 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; haddock, 5c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, $1 per 100; fresh water herring (heads off), $2.50 per keg; smelts, 6 to 9c. Oysters are quoted at $1.20 for standards, and $1.50 for selects.

PROVISIONS AND DRESSED HOGS.

Provisions continue to gather strength and the demand is fair. Dressed hogs are quoted at $4.75 to $5 for heavy weights and $6 to $6.50 for light weights.

DRY SALTED MEATS—Long clear bacon, 5¾ to 6c. for carload lots, and 6¼c. for small lots; backs, 7 to 7½c.

SMOKED MEATS—Breakfast bacon, 11c.; rolls, 7½ to 8c.; hams, large, 22 lbs. and over, 10 to 10½c.; medium, 15 to 20 lbs., 10c.; small hams, 11 to 11½c.; backs, 10 11c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6c.; tubs, 6¼c.; pails, 6½c.

BARREL PORK—Canadian heavy mess, $12.50; Canadian short-cut, $12.50 to $13; clear shoulder mess, $10.

SALT.

No change has taken place in prices, and the volume of business is much about the same as a week ago. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Trade continues dull and prices nominally unchanged. Alsike is quoted at $3 to $4 per bushel f o.b. at outside points for good to choice; timothy, $1 25 to $1.40 at outside points for machine threshed, and bright unhulled at $1.75 to $2; red clover, $4.40 to $4.80 for prime to choice.

PETROLEUM.

There is no change to note. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Continue firm, with cured quoted at 7¾ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5 to 6c for No. 2. Sheep and lambskins, $1 to $1.15.

WOOL—The market is dull and prices unchanged. Combing fleece nominal at 20 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

Provisions are dearer.

Fresh eggs are down to 11c.

Large roll butter is scarce and ½ to 1c. per lb. dearer.

There has been a further decline in the price of glucose.

Advices from Italy report an advance in the price of olive oil.

Singapore pepper is ¼c. per lb. dearer in the London, England, market.

H. P. Eckardt & Co. have a shipment of bright Demerara sugar arriving in a few days.

Shipments of "Rising Sun" stove polish are arriving for The Davidson & Hay, Ltd., H. P. Eckardt & Co., the Eby, Blain Co. and T. Kinnear & Co.

According to The American Grocer, the entire pack of corn in 1896 amounted to but 2,626,515 cases, as compared with 3,121,164

WE ARE *PAYING CASH* FOR **DRIED APPLES**

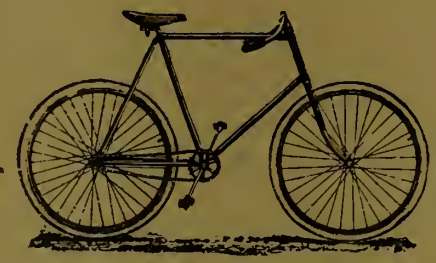
W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

Spices and Bicycles

WE ARE AT IT AGAIN !!!

LAST YEAR

we sold hundreds of our customers a Bicycle with a bill of Pure Ground Spices, and all were delighted.



THIS YEAR

we can sell you a better Wheel than ever in the same manner.

Goods and Wheel Guaranteed.

WRITE US A POSTAL FOR FULL PARTICULARS.

THE TORONTO COFFEE & SPICE CO. LTD.

H.H. SUYDAM. PRES. J.D. ROBERTS. VICE. PRES. J.A. WATSON. SEC.

cases in 1895. It was about 258,000 cases less than the average output for the past ten years.

It is reported that in Maryland canned corn can be bought as low as 52½c., although for fancy grades up to 85c. is demanded.—N.Y. Journal of Commerce.

Out of the 15,000 boxes of Persian dates offered at auction in New York on Friday, it is reported that but 1,500 boxes sold on the basis of 4 to 4¼c. for Hallowees.

C. J. Graham, formerly of the firm of Graham, McLean & Co., has opened out for himself as commission merchant in the warehouse at 88 Front street east, recently vacated by John Hawley & Co. Mr. Graham, while handling all kinds of produce, will make a specialty of butter. He has been engaged in the produce business for about ten years, and is well-known and popular with the trade.

QUEBEC MARKETS.

MONTREAL, March 11, 1897.

GROCERIES.

THERE has been no change of importance in any staple line of groceries during the current week. Business is confined strictly to immediate wants, and these appear to be moderate. Sugar continues steady, being unaffected by the easiness of outside markets. Syrups and molasses are dull and inclined to heaviness. There have been some good sized transactions in Japan and Congou teas from first to second hands, but as a rule the market is quiet. Coffees show no radical change although there have been some low offers made on Rio. Dried fruits continue quiet and featureless, while canned vegetables maintain the firm tendency noted lately. Fish, both pickled and fresh, are moving in a fair way.

SUGAR.

The local sugar market has been entirely without interesting feature since our last report. Values are unchanged and business continues extremely light, buyers showing no tendency to operate ahead of immediate wants, which do not appear to be very extensive at the moment. Advices from the outside have been of a rather unsettled character with a lower tendency, but the fact has had no influence locally. At the refinery granulated sold at 4 to 4⅛c, and yellows 3¼ to 3⅞c. In a small way we quote : Granulated 4⅛ to 4¼c., and yellows 3⅜ to 3⅞c.

SYRUPS.

The syrup market continues quiet. Canadian syrup in the wood sells at 1⅝ to 2¼c., as to grade, but these prices would be shaded in the case of a round lot.

MOLASSES.

There is no improvement in the molasses market. The trade expected a change for the better after the opening of Lent, but it has not materialized, and business is extremely quiet. There is no special news from the islands regarding Barbadoes, recent cables still quoting 9c. first cost or 14c. f.o.b. at the islands, but no desire is manifested by importers here to operate as far ahead as this. As noted, the spot movement is light at 27 to 27½c. for Porto Rico and 28c. for Barbadoes. Small jobbing lots of both grades are still quoted 30 to 31c

RICE.

There is no change in the situation of the rice market, business ruling quiet and prices unchanged. We quote : Crystal Japan, $5 to $5.25 ; standard B., $3.50 ; Patna, $4.50 to $5.25; Carolina, $6.75 to $7.75 ; choice Bermuda, $4, and Java kinds, $4.25.

SPICES.

There is a fair trade in spices, and the market maintains its firm tone, notably for pepper. We quote : Pure black pepper, 8 to 10c. ; pure white, 12 to 15c. ; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

There have been some low-priced offers

made on Rio coffee, but in a general way values are steady and unchanged. Five-bag lots were as follows: Maracaibo, 17½ to 19c.; Santos, 15½ to 17c.; Rio, 15 to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

There have been some round lots of Japans and Congous moved from first hands at firm figures since last report, but in a general way the demand is quiet. A marked scarcity of low-grade Japans continues a leading feature of the situation, and values are firm as a result. Blacks, at a range of 11 to 12c., find a good enquiry also. We quote. Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There is no change in Valencia raisins. Business continues quiet and prices steady. We quote: Ordinary off-stalk, 5¼ to 5½c. fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

The same remarks apply to California raisins, and advices from the Coast indicate no change, holders being very firm in their views. We quote: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Sultana raisins are steady and quiet at 7 to 12c., as to grade.

There is no change in currants. Values are steady, though demand is light, while the news from primary markets is of a very firm tenor. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes move steadily in a jobbing way. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

There is no alteration in figs, prices ranging from 7 to 10c.

A few jobbing lots of dates move out at 5½ to 6c.

Evaporated fruits are steady but quiet. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

CANNED GOODS.

The canned goods market is unchanged, the firm disposition of tomatoes, corn and peas being sustained. We quote: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $2.75 to $3 for 3's, $1.75 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

There has been a better volume of trade in fish during the current week owing to the seasonable weather that has prevailed. In pickled fish, however, the weak feeling has continued in B.C. and Labrador salmon and No. 2 green cod, owing to an overstocked market. Prices on B.C. salmon have declined sharply 50c. per bbl., and the latter 25 to 50c. Five and ten bbl. lots of salmon sold at $10.50, and small lots at $11, with half-bbls. at $6. Choice pickled herrings are scarce and firm at $4 per bbl., while No. 1 ordinary are selling at $3.25 to $3.50.

Fresh fish of all kinds moved fairly well. Manitoba pike and white fish continue to decline, however, under increased receipts, selling at 3c. Fresh salmon were firmer at 12c. and supplies of fresh herrings are almost exhausted, prices advancing 25c. per 100 to $1 to $1.75. On the other hand, tommy cods are plentiful and prices are 25c. per bbl. lower at 75c. to $1.

The only change in smoked fish has been a decline of 10 to 25c. per box in the price of kippered herrings.

Prepared fish are in moderate demand, boneless cod continuing slow but steady, at $3.75 to $4 per cwt.

GREEN FRUIT.

There has been a fair demand for green fruit during the past week. Lemons are active and firm at steady prices. Jamaica oranges are about finished for the season. Floridas are in limited supply, and Valencias meet a good demand. Californias sell at $3.25 to $3.50 per box for navels and $2.70 to $3.50 for seedlings. Bananas meet a fair enquiry, and cranberries are a regular glut on the market this week owing to extremely heavy receipts of inferior stock. We quote: California oranges, $2.70 to $4.50 per box; Florida oranges, $5 to $5.50 per box; Valencia oranges, $3 to $3.75 per box; lemons, $1.75 to $2.75 per box, and $7 to $9 per chest; cranberries, $1 to $4 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, $7.50 to $8; bananas, $2.50 to $2.75; pineapples, 10 to 35c. each.

APPLES.

The apple market has ruled steady under diminishing stocks of acceptable fruit. Prices, therefore, are 25c. per bbl. higher than they were at $1.25 to $2, and under grades range down to 75c.

The Big Demand
— FOR —
GOLDEN HADDIES
is very encouraging, and proves that
QUALITY TELLS
Don't make a mistake
but order Golden Haddies
In full pound cans. Every one guaranteed.
NORTHRUP & CO.
Packers' Agents, ST. JOHN, N.B.

LEONARD BROS.'
Montreal House
Are offering their usual large variety of
Fresh Frozen Fish
FRESH AND SALT WATER
Ask for Quotation
24 and 26 Foundling Street
MONTREAL

MARSHALL'S
Saratoga Potato
CHIPS.
Grocers sell them.
Manufactured by . .
JOHN E. MARSHALL
118 Commercial St.,
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TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK

Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

SELLING AGENTS: J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg; J. Hunter White, St. John, N.B.; H. F. Baker, Halifax, N. S.; W. H. C. BURNETT, General Western Manager. 509 Masonic Temple, Chicago, Ill.

J. W. BEARDSLEY'S SONS, New York, U.S.A.

The World's Best

must be good, safe and profitable enough for every Grocer to handle.

COTTAMS BIRD SEED

occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. s so popular from one end of the Dominion to the ther. All wholesalers

APPLES
FOR EXPORT.

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

DAWSON & CO.
32 WEST MARKET STREET
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GEORGE McWILLIAM. FRANK EVERIST.
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GENERAL . . **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

CHEESE.

The English markets have been advancing for some days and Cheese will be higher. We have :

CHOICE FALL MADE
LARGE SIZE CHEESE
TWIN CHEESE
STILTON CHEESE
"STAR" CREAM CHEESE
"PEPSIN" CREAM CHEESE
"MEADOW SWEET" CHEESE

Write for quotations.

F. W. Fearman
HAMILTON
HAMS, BACON, LARD.

DRIED APPLES.

The dried apple market continues deadly dull, and there are free offers of car lots with few buyers. We quote : 3 to 3¼c., and evaporated, 4c.

COUNTRY PRODUCE.

EGGS—The market has had another decline. We quote : New laid, 13 to 15c.; Montreal limed, 10½ to 11c.; and western limed and held fresh at 8 to 10c. per dozen.

BEANS—The demand for beans is slow, and prices are unchanged at 60 to 65c. in car lots, and at 70 to 80c. in a jobbing way.

POTATOES—The market for potatoes continues quiet at 35 to 40c. per bag in car lots, and at 45 to 50c. in a small way.

PROVISIONS.

There has been a firmer feeling in pork since last report and prices have advanced 50c. We quote : New packed Canadian pork, $11.50 to $12.50; old at $10.50 to $11 per bbl.; pure Canadian lard, in pails, at 5½ to 6c., and compound refined at 4½c. per lb.; hams, 9 to 11c., and bacon, 8½ to 9½c. per lb.

The receipts of dressed hogs were small, for which the demand is good, and prices for choice light rule firm at $5.75 to $6 per 100 lbs., in car lots, and $6.50 to $7 in a small way.

FLOUR, MEAL AND FEED.

There was no marked improvement in the demanp for flour, the call being principally for small lots to fill actual wants. We quote : Winter wheat patents, $4.40 to $4.65; straight rollers, $4 to $4.20; and in bags, $1.95 to $2. Manitoba spring wheat patents, $4.70 to $5.05; and strong bakers', $4.25 to $4.65.

A fairly active business continues to be done in feed, and the tone of the market is firm at $12 for Manitoba bran, and at $13 for shorts per ton, including bags.

Business in oatmeal continues exceedingly quiet and prices rule easy at $2.80 to $2.90 per barrel and at $1.40 to $1.45 per bag for rolled oats.

In baled hay business is still quiet, the demand only for small lots at $8.50 to $9 for No. 1, and at $7.50 to $8 for No. 2 per ton in car lots.

CHEESE AND BUTTER.

Cheese remains quiet and unchanged,

Why not sell your customers the best?
One trial will convince you that
BROCK'S BIRD SEED
is the cleanest, best and most nutritious seed in the market. All wholesalers.
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

BUTTER
Good demand for choice Roll Butter. If you have any on hand, let us hear from you. . .
The WM. RYAN CO. Ltd.
70 & 72 Front St., East
TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

HAM AND EGGS
NOTHING NICER, if you eat "MAPLE LEAF" Brand HAMS or BREAKFAST BACON.
We have the eggs too—fresh, new-laid stock every day.
D. GUNN, BROS. & CO.
PORK PACKERS,
TORONTO

FRESH ARRIVALS
FANCY CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.
HUGH WALKER & SON
GUELPH, ONT.

locally. There is further talk regarding fodder cheese, but the offerings so far have been inappreciable as a serious factor of supply. The cable was unchanged at the decline.

Business in butter is confined to the merest jobbing trade. Creamery moved out quietly to-day in small lots at 18½ to 19c., and roll dairy, 11 to 13c. The offerings of the latter are decreasing, and the occurrence is welcome to all holders of butter.

The exports of dairy produce last week were 1,059 cheese and 191 butter to Bristol, 1,058 cheese to London, and 126 butter to Liverpool.

MONTREAL NOTES.

Advices from Barbadoes still quote the first cost of molasses at 9 to 14c. f.o.b. at the islands.

Morrow & Ewing have placed some round lots of Japan and Congou teas lately at firm values.

There have been low offers of Rio coffee in round lots lately, but they are not a fair criterion to go by.

The expected Lenten improvement in the demand for molasses continues to disappoint holders of the staple on this market.

Pork has advanced rather sharply during the week, both new and old packed being held 50c. per bbl. higher than a week ago.

The Laing Packing and Provision Co. have issued a new price list. It will be mailed to any one who cares to apply to the company for it.

Advices from the Coast on California raisins continue firm, stating that stocks at primary markets are as limited as ever and that holders are firm in their views.

Heavy receipts have led to another decline of 50c. to $1 in pickled British Columbia and Labrador salmon and No. 2 green cod is 25 to 50c. lower from the same cause.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., March 11, 1897.

THERE is noticed a better movement in goods since the first of the month, but the weak state of the markets in many lines affects business considerably, and until the matter of duty is settled the feeling will be an uneasy one. Among some the proposed changes in the American tariff also affect their business. The lumbermen, however, who might be very much affected, are feeling easy in the matter, as many of them have already sold their season's cut to the dealers buying for the English market. This is true chiefly of our own mill-owners. A large number of Americans have mills here, which use American lumber, which is cut from the American side of the St. John River, and which under the former American duty was allowed into that market free. There is a chance that the new tariff may affect them. The making of lime is a large industry here, and the new year's business is now beginning.

OIL—The demand for burning oil is light, not only on account of the season, but because of the general feeling that the duty will be less. Many dealers in lubricating are advising buyers to hold their orders. These orders, which are usually taken now, are not filled till later, and buyers are advised to await the meeting of Parliament, as they can do so without any inconvenience to themselves, and the price will not at least be higher, and may be lower. We quote: Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c.; prime, 16 to 17c.

SALT — The low price at which coarse salt has been offered has created a large demand, and the regular arrival of shipments by steamer during the winter has caused it to be distributed earlier in the season than usual. The fact that there is a better profit and much less trouble in selling from vessel's side has had the effect of causing importers to push sales while goods were landing. Market is easy. We quote: Coarse, 45 to 50c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz

CANNED GOODS.—There has been a better demand during the week. This has been particularly noticed in regard to canned fish, such as salmon, haddies, clams, etc. Lobsters are very scarce; the few new which have arrived here, finding a bare market, were quickly sold. The outlook is for a continuation of the high prices which have ruled during the past season, or even higher prices. We quote haddies a little lower. Competition is tending to drive the price down. Tomatoes, peas and peaches hold firm. We quote as follows: Corn 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, $1.80 to $2; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.45 to $1.65; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.90 to $2; pineapple, $2.25 to $3; salmon, $1.30 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.15 to $1.25; clams, $5 for 4 doz; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

DRIED FRUIT—There is but a quiet business. California loose muscatels are quoted rather lower on the Coast. This was not expected and it is thought there will soon be at least a return to the old prices. In California prunes the same lower tendency has been noticed and the same outlook is ahead—that of higher prices in the near future. Our people are not, however, large buyers; indeed, many of the wholesale grocers do not handle California prunes at all. Evaporated apples keep low. The quality is as a rule poor and buyers should be careful not to be led by low quotations to buy poor goods. Dried apples are a drug. With the exception of apples prices in dried fruit are held firm here. We quote: Valencias, 5 to 6c.; California L.M. 3-crown, 7½ to 7¾c.; London layers, $1.75 to $2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 5c.; onions, $3; cocoanuts, $4 to $4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 6½ to 7c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8½ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

GREEN FRUIT—The mild weather is helping the fruit trade and an improved demand is noticed. Apples are off somewhat in the English market, but here good stock is higher and finds fair demand. The stock which some shippers want to send here, not being in condition to keep, is, like the bulk of the stock here, of little value. Oranges have a large sale, both Valencia and California. Bananas are finding a better demand. Lemons keep low, showing no change in value. Cranberries very dull. We quote: Messina lemons, $3 to $3.50; oranges, Valencia, $3.25 to $4; California oranges, $3.50 to $5; Florida oranges, $5.50 to $6; bananas, $1.75 to $2.25; apples, $1 to $1.50 per bbl.; cranberries, Cape Cod, $4 to $5.50 per bbl.; bog cranberries, native, $3 to $4.

SUGAR—There is some sugar being sold here, but refineries hold firm to prices and will not sell futures. Outside of having a stock in case of change in duty there is little object in wholesale houses buying, as outside demand is quiet. We quote:

FOR SALE.

BICYCLE, COMET, WEIGHT 25 lbs.; WILL SELL for $25 delivered. Apply Box 11 GROCER. (11)

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

Headquarters for

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CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

THOMAS DOHERTY & CO.
: : Importers of : :
TEAS and COFFEES
134 McGILL STREET, Corner ST. PAUL.
Dominion Buildings.
MONTREAL.

Smoked Hams
Smoked Rolls
Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.
Wholesale Pork Packers
TORONTO

Notice to Exporters

A leading firm of Provision and General Merchants in England with one of the largest and safest connections in the United Kingdom, having several branches at home and abroad, and also doing a considerable export trade, is open to act as brokers and agents for first-class manufacturer, packer or shipper of Canadian produce.

Address Letters to
BOX 96, G. P. O.
Manchester, England

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson
TEAS
SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.
Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

Of Unsurpassed Purity and Strength

Is what you can safely guarantee every gallon of

...WHITE WINE VINEGAR

You sell to be, if you get your supply from

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

Butterfly
...JAPAN TEA
Only a limited quantity left in 10 and 20-lb. CADDIES.

WARREN BROS. & CO.
85 and 87 Front St. East, Toronto.

"Kincora"
Ceylon Tea
Is never sold on consignment.

JOHN SLOAN & CO.
Wholesale Grocers
TORONTO

A Certainty

is better than an uncertainty at any time. Don't experiment on your customers any more than you have to.

Excelsior Coffee

has always been a favorite, and it is a profitable article in constant demand. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY
Ivory Bar Soap
THE BEST MADE

CRESCENT BRAND

PURE LARD
Another carload just to hand.

PERKINS, INCE & CO.
TORONTO.

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave

Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

Granulated, 4⅛ to 4¼c.; yellows, 3¼ to 3¾c. ; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—Trade keeps dull, with prospect, as already noted in THE CANADIAN GROCER, for low prices this spring. There is quite a stock of old still here, some of which is not desirable stock, and new is expected very soon. New Orleans continues to have a good sale. We quote : Barbadoes, 25 to 28c. ; Porto Rico, 28 to 30c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

DAIRY PRODUCE—Eggs are tending lower. There is a good demand, but retail dealers like to make a leader of eggs at this season and do everything in their power to break the market down, and they make the matter worse by selling them at retail at cost or less. Butter is dull and largely of poor quality. For best quality a fair sale and price is reported. Ontario butter is offered low. There is some sale for it in large rolls. Cheese is rather higher. They are scarce, but there is only a small demand. We quote: Dairy tubs, 14 to 17c.; creamery, 20 to 21c.; prints, 20 to 22c.; eggs, 13 to 15c.; cheese, 11 to 11½c.

FISH—The Lenten season makes a stir, but nothing very large. The chief sale is for pickled fish, of which there is little besides Bay and Grand Manan herring to be had. Seldom has large pickled fish been so scarce here as this season. In fresh fish quite a few frozen cod and pollock have been received, but very few herrings. From this out the weather is very much against frozen fish. Herring maintain their firmer price—that is, smoked herring. Some very nice dry fish are here and command a good price. Smelt are done and lobsters are very scarce. We quote as follows : Large cod, $3.25 to $3.50 ; medium, $2.75 to $3; pollock, $1.15 to $1.25; bay herring, $1.30 to $1.35 per half-bbl.; smoked, new, 7 to 8c.; shad, half-bbl, $4.50 to $5.50 ; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box ; kippered, $1 per box; Barrington, $3.25 per bbl.; Shelburne, $3.50 per bbl. ; frozen herring, 65 to 70 per 100; smelt, 4 to 5c.; frozen cod, 2 to 2½c. per lb.; lobsters, 4 to 6c. each.

PROVISIONS — There is little, if any, change. While there is a fair demand for smoked meat and lard, pork and beef are dull. In lard there is a great range in price between Ontario dealers. We quote : Clear pork, $12.50 to $13.50 ; mess pork, $12 to $13 ; plate beef, $11 to $13 ; hams, 10 to 11c.; rolls, 7 to 7½c.; pure lard, 6¾ to 7c.; compound, 6¼ to 7c.

FLOUR, FEED AND MEAL—While dealers are holding off expecting lower prices in flour, and while prices are somewhat easier, there are not wanting features in the market to point to higher prices in the near future. Both oats and oatmeal are easier. In oats the quality is not as satisfactory as might be wished in many cases. Beans, while very low, seem at last to have touched bottom. Dealers here have large stocks. Feed is rather higher and scarce, but there is little demand. Cornmeal continues to move freely at the low price. We quote as follows : Manitoba flour, $5.40 to $5.50 ; best Ontario, $4.80 to $4.90 ; medium, $4.70 to $4.80 ; oatmeal, $3.25 to $3.30 ; cornmeal, $1.75 to $1.85 ; middlings, car lots, in bulk, $14 to $15; bran, do , do., $12.50 to $13.50; hand-picked beans, 90c. to $1; prime, 80 to 90c.; oats, 30 to 32c.; hay, $11 to $12 ; barley, $3 ; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50 ; buckwheat meal, $1.20 to $1.25 ; grey, $1.75 to $2.00.

ST. JOHN NOTES.

Deposits for last month in Savings Bank were $73,263, and withdrawals, $57,788.

Dearborn & Co. have received a shipment of "Owl" brand seeded muscatel raisins.

A car of jelly and jam from R. J. Graham, Belleville, was received by the St. John agent, J. Hunter White, this week.

The well-known firm of F. Tufts & Co. has been dissolved. The business will be

A Comparison

That is, a taste of one and a taste of the other, will show you at once the difference between . . . .

MacLAREN'S IMPERIAL CHEESE . . .

and any other cheese in the world. We fear no comparison : on the other hand, we are willing to have our cheese subjected to any test, for we know that in point of flavor and keeping quality it is **PERFECTION.**

Have you seen our New Holder ?

A. F. MacLAREN & CO. - TORONTO.

Heinz's Pickles.

Heinz's Tomato Chutney possesses a heavy body, a rich, spicy vegetable flavor, and all of those other desirable qualities which go to make up a most pleasant relish. It is both appetising and nutritious, and one of the choicest of condiments.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

continued by Francis Tufts at the same stand as usual.

All cases of canned lobsters must now have a Government stamp upon them. The sale of unlabelled cases will not be permitted. The object is to prevent the taking of lobsters during the close season.

There is considerable feeling here over a tax the Provincial Government talk of putting on travelers from outside points and on resident agents for outside houses. It is not at all favored by our business houses. Many merchants go so far as to say that if there must be a tax let it be a direct tax on the business houses here.

Mr. Graig, representing D. McDougall & Co., of Glasgow, called on THE GROCER this week. He reported a large business in Halifax, particularly in fire bricks, his orders being over twice as large as usual, owing to the opinion there that a duty would be put on. His St. John trade was satisfactory. While here he left an order for box shooks. His firm buys them principally in Norway. From St. John Mr. Graig goes to Bangor, Maine. He will be on this side till June.

Some of the Montreal wholesale houses are finding it difficult to fill orders, on account of sickness among their employes. One house reports that eight of their staff are on the sick list.

BROKERS ON THE MOVE.

THE beginning of March has witnessed quite a shuffle of quarters by grocery brokers in Toronto. And the peculiarity about it is that they have all settled down in one building, namely, the Gooderham building, the site of the old "Coffin block."

Messrs. Fred Dane and W. H. Halford have moved into the basement, the former from the Fisken and the latter from the Board of Trade building. Mr. Dane represents Hanson, Sons & Barter, tea merchants, London, Eng., and Mr. Halford is the representative of Peek Bros. & Winch, Ltd., tea merchants, of the same place, but in addition to that they will jointly look after the interests of Morrow, Ewing & Co. of Montreal, who control the business in Canada for the Japan Tea Firing Co., Ltd. and the Japan Tea Exporting Association.

Into the first floor of the same building have moved J. L. Watt & Scott, foreign fruits and tea brokers. They occupy two large rooms, one facing Front and the other Wellington street. This firm formerly occupied part of the Salada Tea Co.'s warehouse, who now need the whole premises for their own business.

Immediately above Watt & Scott, Mr. Wallace Anderson, representing the Acadia Sugar Refinery, has taken an office and will shortly move into it.

All the offices are handsomely appointed and well lighted.

TO ESTABLISH TEA STANDARDS.

The bill for the exclusion of impure and spurious teas, which passed the Senate on Friday of last week, was signed by President Cleveland on Tuesday. Preparations are already being made to secure a proper representation of the New York tea trade upon the Board of Experts, who will establish standards. The board is to be constituted of seven members, to be selected by the Secretary of the Treasury. A petition is now being circulated in the trade recommending the appointment of Thomas A. Phelan, of Geo. W. Lane & Co., and Joseph H. Lester, of Joseph H. Lester & Co., as members of the board. Mr. Phelan took an active part in the movement for new legislation.

The bill as finally passed, provides that the Board of Experts shall simply establish standards, and will not act as arbitrators as provided in the original bill, the settlement of disputes being left to the Board of General Appraisers.

The members of the board will receive $50 and expenses each for their services. The standards established will be subject to revision once a year.—N.Y. Journal of Commerce.

HAMILTON'S PURE FOOD SHOW.

THE arrangements to be made by the Retail Grocers' Association of Hamilton and the ladies of the School of Domestic Science for the holding of their Pure Food Exposition in the drill hall of that city, from the 5th to the 10th of April, are rapidly nearing completion. The committee tells us that they are receiving encouragement from manufacturers, and that almost everyone has taken an intense interest in the exhibition. It is the wish of the committee that Canadian food products particularly be well represented. It has been said, and with truth too, that some of the food expositions or shows in the United States have been of no value to the exhibitors. The reason for this has been that these different shows were gotten up by professional food show organizers who had no interest in the show whatever except the making of money for themselves. The committee of the Hamilton Retail Grocers' Association and the ladies of the School of Domestic Science wish the manufacturers and dealers to understand that their first endeavor will be to see that the exhibitors' interests are looked after.

In order to furnish attractions for the housekeepers who will attend the show the very best lecturer on the continent of America has been secured in the person of Mrs. S. T. Rorer, of Philadelphia, who will lecture and demonstrate every afternoon. In the evening band concerts and other musical entertainment will be given, and prominent speakers of the day will be asked to give addresses on Canadian food products and other subjects appropriate to the occasion. Exhibitors have the privilege of selling their goods direct to the housekeeper and placing directly before them the merits of their goods.

Further particulars of the Exposition can be secured by addressing F. R. Close, chairman of the committee.

CANARY SEED SITUATION.

THE following is from a resume of the canary seed situation, by Praschkauer & Co., Ltd., London: "The immediate cause of the Argentine Republic entering this field of enterprise appears to have been the high prices established during the years 1892 to 1893, when the value of canary seed ranged between 70s. and 80s. per qr. (646 lbs.). In the latter year, as a matter of experiment, some 1,000 qrs. were grown, and this was soon followed by the production of about 5,000 qrs. in the following year and as much as 30,000 to 40,000 qrs. in 1895. The prices then ranged from about 40s. to 50s. per qr. for a short time, and while a small portion of the Argentine producers had the advantage of realizing such prices, the bulk of the seed was thrown on an overstocked market, with such disastrous consequences that the prices dropped down to as low as 22s. to 23s. per qr. for La Plata and 27s. to 28s. for f.a.q. Turkish seed, and remained at these figures during the best part of last year. Considering that canary seed is only cultivated on a small acreage, and that its ingathering and disposal is much more expensive than that of the great food staples, it was found that it would only pay the farmers if they could realize for same a price considerably above that of wheat, and as soon as the Argentine farmers were impressed with the apparently permanent nature of these low figures they abandoned the production in just as striking a way as they had taken it up a few years previously. According to the latest reports the growing of canary seed has practically been abandoned, and there is nothing obtainable in that country except a very few odd lots, for which owners are looking for prices far above those realizable at present." The only country that so far has steadily kept on producing this seed, and which has from time immemorial been familiar with its cultivation, is Turkey. During the time when wheat ruled at very low figures Turkey has kept on growing this seed, being satisfied with getting for same a little over wheat price, but now that wheat is selling considerably over the value of canary seed it is hardly to be expected that Turkey will, even providing that the crops are favorable, have anything like its usual acreage under this crop.

Do Not Be Deceived

By unscrupulous imitators of The National Cash Register Company. We make 90 kinds of cash registers. Prices from $10 to $375.

We have just put on the market three new detail-adding National Cash Registers. No. 11 sells for $40, No. 13 for $60, and No. 14 for $80.

We do not buy registers sold by other companies. Public statements to the contrary are false. Persons buying such registers do so at their own risk.

We also sell second-hand National and other registers taken in exchange for latest improved Nationals at the lowest prices. Address Dept. P, The National Cash Register Company, Dayton, Ohio, U. S. A.

Toronto Office, 6 Rossin Block, King Street, W.

Montreal Office, 1685 Notre Dame Street.

British Columbia Office, Vancouver.

No. 13

RETURNED March 15/97

Why buy a Cash Register that is manufactured in the United States, and send your money to support a country that will not allow our mechanics to go there to work, when you can buy the same article manufactured in Canada at a much lower price?

You can save money by buying a National Cash Register as made by the Hamilton Brass Manufacturing Co., Limited, as they are equal in every respect to the Register made in the United States.

THE HAMILTON CASH REGISTER

is guaranteed for five years, and by a good reliable Company located here, while the Yankee machine is only guaranteed for two years and by a Company located in the United States, so that you really have no redress without going to the United States and compelling them to make guarantee good. We are having Yankee machines sent to our factory every few days for repairs, as owners cannot get the Yankee makers to repair them. We guarantee to save you from $10 to $75 on the price the National Cash Register agent will sell their machines at. We can supply the Hamilton Cash Register, which is a duplicate of the National Cash Register, at the following prices:

$ 75.00	$120.00	$160.00
95.00	135.00	165.00
110.00	140.00	190.00

RETURNED 15/3/97

Write to

HAMILTON BRASS MFG. CO.
....Limited

Hamilton, Ont.

FOR CATALOGUE AND PARTICULARS.

HALIFAX TRADE GOSSIP.

THERE is very little change in the tenor of trade since last week. Paper was well met in the banks on the 4th. Orders are not numerous, and what are coming in are small. This is attributed to the uncertainty of tariff changes, which phrase is becoming a chestnut in trade reports.

The position in mackerel may be called a shade better than at any time since the opening of the year. Lenten demands have greatly lessened stocks, particularly of the larger sizes. While receipts at New York and Boston of Irish fish are fully equal to the demand, the trade is looking for a larger grade of fish than those offering, and as a consequence Magdalen, Gloucester and Nova Scotia large fish are $1 per barrel firmer.

The codfish market continues dull, the last advices from the West Indies giving poor encouragement to holders. The Brazil market is much better, and a further advance is looked for there.

The weather will soon permit our western shore fishermen putting their half-cured cod in a marketable condition.

New smoked herrings are in the market, but this article is much smaller than usual.

The provision market is dull. There is some enquiry from the lumbering camp for salt beef, which is quoted at $10 per barrel. P. E. Island mess pork is dull, the quotation being $12. There is a drop of 50c. per barrel, being quoted at $12.50 to $13. Canadian plate beef has also dropped, and is quoted at $10.50. American clear pork is worth $14.

The fresh beef market is brighter this week. Choice stocks Canadian beef have sold as high as 7¾c. Ordinary Canadian dressed beef is worth 7c., which is a jump of 2½c. in a week. Choice lamb is worth 8 to 8½c., and dressed hogs 6 to 6½c. Nearly 300 carcasses of Ontario beef have been received on this market during the past two weeks. The price paid was 2c. advance on last winter. Native beef is worth 6½c., but the local market has to rely on Ontario for stocks to meet the demand.

The poultry market is flat. Saturday dealers were offering Ontario geese and turkeys, which had been frozen and thawed out, at a very low figure. A large quantity was unfit for use.

Butter is in abundant supply. Canadian prints are worth 22c. Ordinary and cheap grades are in large supply and hard to move at 10 to 14c.

Cheese is scarce and the market firm. The market price is 12c., which will likely be maintained.

Eggs are coming in very freely, and choice stocks can be had at 16c.

There is no visible change in the flour market. A. O. Hastings, representing the Lake of the Woods Co. in the Maritime Provinces, told THE GROCER that he found trade exceptionally quiet. Local quotations are: Ogilvie's Hungarian Patent and Five Roses, $5.40; Manitoba bakers', $5; Goldie's People's and Gilt Edge, $4.75; Tillson's Obelisk, Kent, Beaver and Sunbeam, $4.40; 90 per cent. patents, $4.30; straight, $4.20; extras, $4.

The produce market is firm. Potatoes are quoted at 40c., and dealers expect 50c. before the winter is over. There are several cargoes in bulk, which the holders do not care about breaking until spring. Oats are worth 30c.

The assignee of Hubley, Teas & Co., advertises the real estate and stock for sale by tender.

Cunningham & Curren, flour and commission merchants, offer their wharf property, warehouses and mill machinery for sale.

The stock of George F. Schwartz & Co., teas, is offered for sale by tender by the assignee.

Prince Edward Island is a pork-producing country. Messrs. B. and M. Rattenbury, of Charlottetown, are contemplating building an extensive establishment for the slaughtering and dressing of hogs as well as all other kinds of meats. They propose that the bulk of the slaughtering for the island shall be done in this establishment and have asked the City Council for tax exemptions, free water and other concessions.

Green fruit dealers are expecting Bermuda onions and tomatoes by the boat due this week. Georgia tomatoes are now on the market. Oranges and lemons are plentiful and cheap. Valencias, 420 count, are selling for $3.25. Good apples are becoming scarcer. Baldwins are worth from $2.25 to $2.50. Cape Cod cranberries are worth $2 per box and $6 per bbl. Good stock onions are worth 2½c.

DISCOVERED BY ACCIDENT.

A curious thing happened in a certain importing house of this city several years ago. The firm had run out of a certain blank form, which they used as a guide for the shippers, bookkeepers, etc., and in order to enable the printer to furnish a fac-simile, a sample was given him from an old file, with the request that it be returned. When the blank forms were delivered, the printer returned the "copy," and the clerk who received it was about to replace it on the file when he noticed that the check of the billing clerk was missing from the form. The goods described in the form were of the value of several hundred dollars, and according to the hieroglyphics in pencil and writing ink, they must have been delivered, even if not charged for, several months previously. An investigation confirmed the suspicion which the absence of the billing check had aroused, and the necessary steps were taken to collect the amount due the firm on the original transaction. It was a bare accident that discovered the error, and if such things are liable to happen in houses where system is well nigh perfect, what must be the losses in the slackly conducted businesses, such as some of the retail grocers control?—Merchants' Review.

THE DEATH OF MR. AUSTIN.

THE recent demise of Mr. James Austin, president of the Dominion Bank, removed from active life in the financial world of Toronto a man whose industry, shrewdness and sound commercial sense were justly respected all over the country. Mr. Austin organized the Dominion Bank, and for years watched over its interests as it rose to be one of the wealthiest institutions and most successful financial undertakings in Canada. A commercial community benefits much from a man of this type, and the great institution which prudent sagacity and financial talent have brought to its present prosperity has long been a source of pride to the city of Toronto.

The late Mr. Austin was also president of the Consumers' Gas Co. of Toronto, and the vacancy on the board of that company has been filled by the appointment of Mr. Thomas Long. This gentleman, through his connection with the extensive firm of T. Long & Bro., Collingwood. and other commercial enterprises, is well-known as a business man of ripe experience and integrity.

Sir Frank Smith has since been elected to the presidency, and Mr. E. B. Osler to the vice-presidency.

STURGEON ARE GETTING SCARCE.

Large numbers of very small sturgeon, many scarcely over a foot in length when trimmed, are now coming to this market. Just where these young fish are caught cannot be ascertained, but it is said some are caught with hooks and more in gill nets, while fishing for salmon, says The Oregonian. It is said that many of these gill nets are made so wide as to rake the bottom and so pick up the little sturgeon, and they will keep the river so well cleaned that it will never get stocked with large sturgeon again unless something is done to protect these fish. An old fisherman says that if Sturgeon Lake, on Sauvie's Island, which used to be a favorite haunt and spawning ground of the sturgeon could be set aside for a sturgeon hatchery, and no fishing for sturgeon allowed there, the rivers would soon be stocked with young sturgeon. To this it is objected that the carp in the lake would probably eat up all the sturgeon spawn, and that it is no use to stock the river with young sturgeon if they are all to be caught and sent to market before they attain any size. Before the sturgeon fishery of Columbia can ever again amount to much, something must be done toward propagating and protecting these fish and, so far, no one seems to take any interest in this matter.

Pure Food Exposition

ONE WEEK

APRIL 5 to 10.

HAMILTON.

Under joint management of the Hamilton Retail Grocers' Association and School of Domestic Science.

Mrs. Rorer, of Philadelphia, will lecture and demonstrate every afternoon. Musical programme and prominent speakers every evening. Manufacturers and dealers are invited to make an exhibit of their products. For particulars address

F. R. CLOSE,

Chairman Pure Food Committee,

Hamilton, Ont.

DUST——SIFTINGS

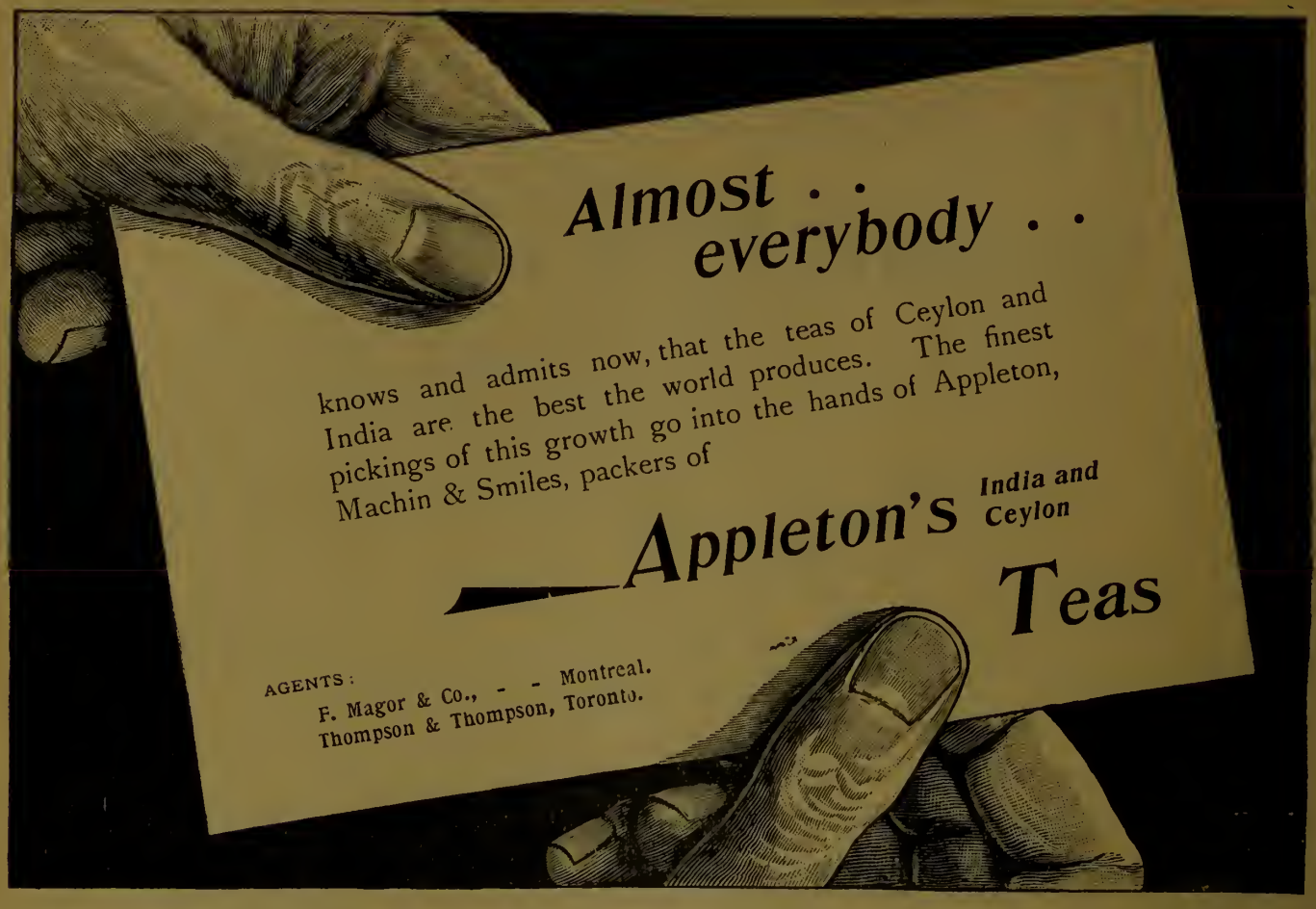
They may be scarce in some quarters but not with us.
We have in stock to offer at old prices

600 Half-Chests of Dusts and Siftings

Ask for samples—get our prices.

There is money for you in this lot.

L. CHAPUT, FILS & CIE., Montreal



OUR . .

"VICTORIA" BRAND JAPAN TEA (Registered)

Is the best value ever offered on the market for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal

NEW COOK (soliloquising). Here you go, you nasty hand-rolled, messy stuff. I don't have nothing but clean, machine-made Ceylon tea in my store cupboard.

What the Cook says--goes.

The wise Grocer, like the wise householder, buys only

Ceylon Teas

N.B.—The teas of Ceylon, unlike those of China and Japan, are not rolled by hand; they are machine-made, and consequently clean.

MODEL HOME FOR HORSES.

At the annual meeting of the Western Pennsylvania Humane Society, held recently in this city, the gentleman who introduced Mr. H. J. Heinz, one of the speakers, to the company, referred to him "a great friend of humanity, whose very horses slept in iron bedsteads, on spring mattresses, and in all things fared sumptuously." Mr. Heinz, in acknowledging the introduction, invited any interested persons present to visit the stables of his company.

The invitation was accepted a few days ago by a party of the humanitarians, the majority being ladies, and the home of the favored equines was critically inspected. The structure is one of their several buildings, located on Main street, North Side, standing apart from the others, facing the new "Baked Beans" building. For years H. J. Heinz Co., the well-known manufacturers of pickles and food products, have been planning to erect a model stable, and after a satisfactory experimental period, two years ago began the erection of the present unique structure completed a few months since. It is so planned as to accommodate fifty horses on each floor.

AN IMPRESSIVE BUILDING.

The structure looms up impressively from an exterior view. It occupies a ground space 100 x 100 feet and is three storeys high, with a basement. It is constructed of mottled pressed brick, with Cleveland stone trimmings. It is Romanesque in design, and with its towers and battlements and great circular entrance suggests a castle. Windows are numerous on the four sides of the building, those in front being of plate glass. The view is unobstructed in all directions.

The interior is steel construction, built with concrete, with all appliances of iron or steel, and is absolutely fireproof. This idea was uppermost in the construction of this building, and is carried out by the most modern and ingenious equipments.

The entrance for individuals is made through a corner tower, within which is a spiral iron stairway, built into the brick wall on one side and supported on the other by a large continuous water conductor, which is supplied with hose connections for each floor, ready for use in case of fire. This tower is cut off entirely from the stables, save for the doorways at each floor, and these are supplied with iron doors.

The horses make their entrance through the large doorway in the front of the building; it is on this floor that the wagons are stored. About one-third way through the building they turn to the right and pass through a doorway to an inclined roadway, floored with rubber hose to prevent slipping, by means of which they ascend to the floor above. This inclined roadway is entirely separated from the stables proper, and there is no connection between one floor and another except by means of the shut-off tower and inclined roadway. If by any means outside heat should reach these entrances, the fusible link that holds the doors open would be melted, and the iron doors close automatically. All of the floors have steel girders, with concrete filling. There is no wood about the stalls, and the only combustible material about it is the hay stored on the third floor, in the rear. This floor, like the others, is fireproof, while the roof is constructed lightly, so that should the hay in any way become ignited it might be entirely consumed without damaging the remainder of the building. It is lighted throughout by electricity. Notwithstanding the cost of construction it is the only one of their group of buildings, which altogether have an aggregate floor space of over nine acres, that is not insured.

Upon the second floor, where the horses are kept, there are the rows of clean "bedsteads," with their springy mattresses. There is the bathroom, if the horse needs a spray, or his tired hoofs a soak. There is the hospital, if he is ill, and, alas! there is also the jail, if he is naughty and inclined to kick. But the jail is seldom used in this model home for horses. It is only as some newcomer objects to the general cleansing, which the "stable boss" insists upon before enrolling for bed and board, that the two little bare rooms, with hard floor and harder walls, obtain occupants.

REMOVING THE HARNESS.

His harness and trappings are removed and swung on the hooks hanging from an overhead trolley; then the keeper with one push, sends the burden to the harness room at the other end of the building. The harness of each horse is thus hung up for the night. By an overhead switch in the harness room, each set of harness required may be swung out and down the long track when needed.

After his trappings are removed, Mr. Horse has his toilet made. If he needs a bath for sore hoofs, or minor ailments, he is taken to the bathroom, an apartment with a soft spongy flooring, and partitioned off with glass sliding doors from the dormitories. If the horse, however, needs the attention of the veterinary, he goes into another apartment, floored with cork brick, also separated by glass doors, and receives his treatment. The cork bricks, imported from England, are composed of cork and asphaltum, impervious to moisture, and are of a spongy nature, which prevents slipping.

UNDER ELECTRIC BRUSHES.

Should a horse require neither bath nor hospital, after his harness is removed, he walks at once to the electric brushes. These brushes are circular and are suspended from overhead mechanism, which is operated by an electric motor. The attendant guides the rapidly whirling brushes, and in five minutes the horse is sleek and clean from head to tail, long brushes doing duty on legs, and shorter ones on body. Then he goes to his own particular bed.

There are modern ventilators to keep the air pure and sweet; there are steam radiators to warm the atmosphere during extremely cold weather; there are screens to every window, an embargo to the smallest gnat or fly, so that they can no more gain entrance here than to the parlor of a modern home.

The partitions of the stalls suggest the bedstead idea. They are of pipe iron bars, perpendicular, and same distance apart, to secure as complete ventilation of the stable as possible. The upper portion of this partition is stationary. The lower half swings backward or forward. As the horse kicks in his dreams or in his efforts at rising or lying down, the lower portion "gives" in its swinging motion and prevents the damage which in time befalls a rigid partition.

PLENTY OF VENTILATION.

The swinging framework is also of pipe iron, as open as the sides of a child's crib, and does not hinder the ventilation. The floor or bed of this bedstead is of cork brick. Seven hardwood slats, set in lengthwise, form a narrow centre to the flooring, to the distance perhaps of three feet from the lower end of the stall. These slats are in iron grooves and may be removed at any time. They furnish a slight "spring" to the mattress of hay and answer the purpose of drainage.

The bedsteads end in tall iron posts, topped with silver acorns, the design of grandmother's four-poster. The head-board of the stall is the manger. Although all other portions of the stall are open, yet the horse may feed in privacy. A two-foot square of sheet steel on either side prevents the neighbors from nipping during meals.

A UNIQUE MANGER.

There are three compartments to the

DON'T BUY A refrigerator until you have seen the

EUREKA

It is built on scientific principles, and of best materials.

A catalogue will give you all details.

ADDRESS:
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.

manger, one each for water, hay and oats. The horses are fed and watered automatically. One of the most ingenious devices in connection with this wonderful stable is that connected with the hay receptacle, which is the larger and centre one. It has an adjustable, perforated bottom, regulated by a spring. Over the top is a series of horizontal bars. As the horse pulls the hay up through the bars, the spring presses the hay upward, keeping it on a level with the top of the manger, allowing all dirt and seed to drop through to the floor. The receptacle for grain or chop feed is to the left, and the one for water, a small porcelain basin, to the right. Another ingenious device is used for supplying water. At the touch of an electric button a stream of water gushes through an aperture in the side of each of the basins, filling it to the brim, and another button loosens the plugs in the bottom and allows the water to pass off through the drain. From his distant room, on a sultry night, the stable superintendent can by the same means give the horses a fresh drink.

In another apartment the oats and chopped feed descend through the pipes from the third floor, the oats being cleaned by efficient mechanism as it falls. A low car receives the horses' feed. It is run along the corridors of the dormitories, and from this the supply bins of the mangers are filled, from the front, the attendant not being obliged to enter the stall for this purpose. All the waste from the stable passes into a vault below, so constructed that no odors are permitted to escape. From time to time it is hauled away in wagons and used to fertilize the company's gardens. — Pittsburg Bulletin.

EARLY CLOSING IN WINNIPEG.

At a joint meeting of the Ministerial and Retail Accociations of Winnipeg held recently, for the purpose of furthering the Saturday evening early closing scheme, it was decided to interview the Attorney-General, and urge the enactment of a general law, covering all classes of stores. The object of this is to avoid the necessity of having to petition for a by-law for each class of stores, as is now the case under the existing law. Speeches in favor of the project were made by Rev. Mr. Grant, Rev. Jos. Hogg, Mr. Wm. Small, and Mr G. Fowler. Mr. Wellband raised the point that as auctioneers were allowed to keep open after stores were closed, there would be an objection to the early closing of stores on Saturday nights. The committee appointed to wait on the Attorney-General comprises the following gentlemen: Messrs. Leichmann, Deegan, Fowler, D. W. Buchanan, Wellband, Gibson, Cameron, Clark, Ald. C. H. Wilson, Rev. Messrs. Hogg, Pedley and Walker, and Mayor McCreary. Mr. Buchanan was appointed convener, and Mr. Gibson secretary of the committee.

BRAZIL COFFEE MOVEMENT.

The movement in Brazil coffee at the primary market during February was as follows: Rio shipments to United States, 204,000 bags; Santos ditto, 186,000 bags; Rio shipments to Europe, 63,000 bags; Santos ditto, 240,000 bags; Rio shipments to other countries, 13,000 bags; Victoria shipments to United States, 13,000 bags.

STOCKS OF SUGAR.

Last week's summary of the statistical position of sugar, as made up by Willett & Gray, shows stocks in the United States and Cuba together of 340,026 tons, against 324,986 tons last week and 169,290 tons last year, a plus of 170,736 tons over last year. Stocks in Europe, 2,644,500 tons, against 2,664,700 tons last week and 2,438,700 tons last year. Total stocks of Europe and America, 2,984,526 tons, against 2,989,686 tons last week and 2,607,990 tons last year at the same uneven dates. The excess of stock is now 376,536 tons, against an excess of 350,339 tons last week and a deficiency of 6,733 tons December 31, 1896. Afloats to the United States include shipments of 500 tons last week from Hamburg and Bremen. Freight room has been engaged for 15,000 tons. Shipments include 400 tons refined.

FRENCH WINE CROP IN 1896.

Official figures of the 1896 wine crop of France have reached the State Department at Washington from Consul Wiley at Bordeaux, showing a total production of over a million gallons, valued approximately at $234,800,000. The exact figures are 1,179,364,960 gallons, an increase over 1895 of 468,066,880 gallons and over the average of the last ten years of 273,410,990. In the province of Algeria last year's vintage amounted to 106,960,500 gallons, while in Corsica 7,923,000 were barrelled. Notwithstanding the somewhat unfavorable atmospheric conditions which prevailed during the greater part of the year throughout France, the Consul says the quality of the crop is particularly good. The wines bore the requisite amount of sugar, alcoholic strength and body. They are rich in color and with a few rare exceptions are sure to turn out of exceptional excellence.

Honest Brooms Brushes

From the start to the finish Boeckh's Brooms and Brushes have, at every point in their making, the watchful care of experienced workmen. These employees are brought up to know their business thoroughly. Many of them have been in our factory since they were old enough to work at a trade. Even if the raw materials that are used are right, inexperienced workmen may yet turn out poor brooms and brushes. Can we say more than "you may have your money back if you want it?" 127 page book, illustrated—Free.

Brushes
Brooms
Woodenware

Montreal Branch: 1 and 3 De Bresoles St.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

H. SADOWSKI, groceries and dry goods, Massey, has called a meeting of his creditors for 17th inst.

The Ferguson Co., general merchants, Rossland, have assigned.

J. A. Rheaume, general merchant, Ascot Corner, Que., has assigned.

Thos. Doherty & Co., wholesale teas, Montreal, have filed consent of assignment.

W. Connerty, general merchant, Jasper, Ont., has compromised at 75c. on the dollar, cash.

W. Thompson, grocer, Queen street east, Toronto, has been closed out under chattel mortgage.

W. J. McCart, general merchant, Avonmore, is offering to compromise at 60c. on the dollar.

The sheriff is in possession of the premises of D. Williams & Co., pickle manufacturers, Toronto.

Endacott Bros., general merchants, Orangeville, have called a meeting of their creditors for 17th inst.

A meeting of the creditors of John King, general merchant, Fort William, has been called for the 16th inst.

F. P. Grenier, general merchant, Ancienne Lorette, Que., is offering to compromise at 60c. on the dollar.

Mrs. T. B. Magnon, general merchant, Pointe au Trembles, is offering to compromise at 65c. on the dollar.

F. A. Thompson, general merchant, Buckingham, Que., are offering to compromise ot 65c. on the dollar.

The offer of Martin McMillan, grocer, Toronto, of 50c. on the dollar has been refused, and the stock is to be sold on the 17th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Tamblyn & Climie, grocers, etc., Listowel, have dissolved. R. A. Climie continues.

Tumoth & Co., general merchants, Belmont, Man., have dissolved. Geo. Tumoth continues.

Scott & Millman, grocers, Guelph, have dissolved. E. J. Millman continues under the style of Millman & Co.

Thos. Fleming, groceries and provisions, Woodstock, N.B., has formed a limited partnership with W. W. Hemphill.

SALES MADE AND PENDING.

J. J. Tull, general merchant, Cairngorm, is advertising store, etc., for sale.

The general stock of B. Ram, Melocheville, has been sold at 50c on the dollar.

Keep up with the times

and handle goods that will sell themselves

CLARK'S **CORNED BEEF**

With Patent Key Attachment

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

E. H. Ellis, hardware, etc., Gananoque, is offering tin and plumbing branches for sale.

The stock of W. J. Melrose, general merchant, Georgeville, Que., has been sold at 65c. on the dollar.

The bankrupt stock of A. H. Pare, grocer, Quebec, has been purchased at 55c. on the dollar by A. E. Boisseau & Co.

The business of Hubley, Teas & Co., grocers, Halifax, is advertised for sale by tender. So is the stock of G. F. Schwartz & Co., tea merchants, of the same place.

CHANGES.

Robert Barber, grocer, Guelph, has sold out to Barber Bros.

McDonald Bros., New Westminster, are giving up groceries.

A. C. Bourassa, grocer, Montreal, has sold out to A. H. Barsalou.

L. S. Monast, grocer, St. Louis de Mile End, has retired from business.

Ross Bros., general merchants, Woodville, are removing to Mount Albert.

Lena McKelvey, general merchant, Minden, has sold out to D. J. Hartle & Co.

J. B. Duplais is starting a grocery store in Quebec. So are M. O'Donnell and E. Tessier.

F. Baer, Jr., general merchant, Bullock's Corners, Ont., has been succeeded by F. Schwinck.

W. Whittaker, wholesale and retail liquors, Sarnia, has been succeeded by W. C. Dillon.

S. F. Brown, general merchant, Douglas, has sold out. John Little has opened a general store in the same place.

Alex. McMichael has opened a general store in West Branch, N.B. A. C. Peck, of the same place, has sold out to J. L. Richardson.

FIRES.

The stock of A. J. Turcotte & Co., grocers, Quebec, has been damaged by smoke and water.

DEATHS.

John McDermid, groceries and crockery, Georgetown, is dead.

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

LOW-PRICED REGISTERS NOW OFFERED.

There has been a mistaken idea among many retail merchants that National cash registers cannot be bought for less than $200 or $300.

The fact is that the National Cash Register Co. makes 90 different kinds and classes of National cash registers, which range in price from $8 to $350. They can suit not only the needs but the pocket-book of every retail merchant.

They have just put upon the market the line of low-priced, detail-adding cash registers which are illustrated in their regular advertisement, which appears in this issue. These registers range in price from $30 to $65.

The National Co. also have on hand a number of Nationals and other second-hand cash registers which have been taken in part payment for their latest improved Nationals and which they will sell at very low prices.

Drop a card to Department "P," The National Cash Register Co., Dayton, Ohio, and they will tell you more regarding these new machines.

MR. MACKENZIE, OF CEYLON.

Mr. Wm. Mackenzie, the Ceylon tea commissioner, arrived from London by the steamer Lucania a week ago, and is exceedingly gratified at the great—in fact, wonderful—increase in the sale of Ceylon and Indian teas in this country. Direct shipments from the island of Ceylon for 1897 are three times as great as in 1896. The work of Messrs. Mackenzie and Blechynden in bringing machine-made teas to the notice of the American public has been so wisely directed and persistently pushed that we do not wonder that these teas are becoming popular all over the United States, especially in the eastern and middle states. —American Grocer.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

STONEWARE

QUALITY . . THE BEST

PRICES RIGHT. TRY US.

HART BROS. & LAZIER
Belleville, Ont.

Send for price list. Mention GROCER.

Feathers! We Buy Them

All grades; Goose, Hen, Duck and Turkey; give the highest market price

AND PAY CASH

General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.

ALASKA FEATHER & DOWN CO.
290 Guy St., **Montreal.**

GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

Don't delay ordering your Car Salt till the spring rush is on.

VERRET, STEWART & CO., Montreal.

TRY A PACKAGE OF OUR "CLUB HOUSE"

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers . . . . . 14 and 16 Mincing Lane

TORONTO

PURE AND BEST

Windsor Salt

ALWAYS GIVES SATISFACTION

and costs no more than inferior brands of salt.

For Sale by all Wholesale Grocers.

WINDSOR SALT CO. Ltd., Windsor, Ont.

First and Foremost

EAST INDIA PICKLES

None Finer ever offered to the Trade...

A High-Grade Pickle at Moderate Cost

A. E. Richards & Co. Selling Agents **Hamilton.**

New Season's .. **MARMALADE**

Southwell's

FIRST IN QUALITY. FIRST IN THE PUBLIC MIND. FIRST ALWAYS.

Quotations of . . .

FRANK MAGOR & CO. 16 St. John Street, Montreal.

AGENTS FOR THE DOMINION

CURRENT MARKET QUOTATIONS

Toronto, Mar. 11, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots aud for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
½ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
0 cent can.....	0 90
Ocean Wave—	
No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER,

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases $0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

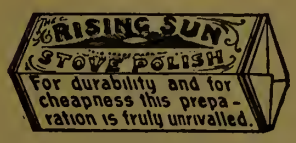
	per doz
New York Dressing, 1 doz. cases.....	0 75
panish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1, 15

Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.

Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5 00

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed.....	0 07
Warblers Bird Seed.....	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed.....	0 04½
London Bird Seed, bulk 25 lb. cases..	0 05
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

CORN BROOMS

CHAS. BOECKH & SONS.

Carpet Brooms—	per doz. net.
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

The Question is

Are you satisfied with the quality of the Starch you are selling? Are your customers satisfied with the quality of the Starch they are buying? If not, perhaps a trial of our goods would create a better feeling on both sides of the counter.

No woman will use poor Starch in preference to good Starch. That's the reason why a trial always leads to constant use of

EDWARDSBURG STARCH CO. Cardinal, Ont.

Edwardsburg Starch

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 70	1 90
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 60
Cherries, red pitted, 2 s	2 00	2 25
Peas, 2's	0 70	0 80
" Sifted select	0 80	0 95
" Extra sifted	1 15	1 30
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 70	0 75
Lobster, talls	2 30	2 40
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 45
" flats	1 40	1 75
" Cohoes	1 10	1 20
Sardines, Albert, ¼'s tins	....	0 13
" ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18¼
" " " " ¼s	0 10½	0 11
" " " " ½s	0 18½	0 19
ardines, other brands 9¾	11 0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼'s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb	1 10	1 15
Kippered Herring, 1-lb	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" 2 "	....	6 00
English Brawn 2	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
" 4 lb	5 50	5 80
" 6 lb	8 50	8 80
" 14 lb	17 50	18 00
Roast Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
Luncheon Beef, 1 lb	1 60	1 70
" 2 lb	2 75	2 85
Brawn 1 lb	1 30	1 40
" 2 lb	2 35	2 50
" 6 lb	6 60	6 80
" 14 lb	14 50	15 00
Ox Tongue, 1½ lb	7 00	7 20
" " 2 lb	8 50	8 80
" " 2½ lb	10 75	11 00
Lunch Tongue, 1 lb	3 35	3 50
" " 2 lb	6 50	6 80
Chipped Beef, ½ lb	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb	70	75
Potted Meats, Tongue or Ham ½ lb	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb	70	75
Potted Deviled Ham or Tongue, ½ lb	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt	3 00	3 15
" " 1 pt	2 00	2 10
Gelatine of Boar's Head, 2 lb	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish.

	per doz.
Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

		Cases of 10x12 lb bxs.	In 12 lb bxs
Vanilla— Yellow wrapper, p. lb		$ 0 34	$ 0 36
Triple Vanilla— White "	"	0 73	0 83
Unsweetened— Blue Premium	"	0 38	0 42
		Cases of 54 lbs	Less than case
Pastilles— ½ lb. boxes	"	0 19	0 20

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Currles, Flsh, Game, etc. Used for luncb and breakfast as sandwlches. Highly recommended by H. R. H. Princess Loulse and by tbe late Sir John A. Macdonald. For sale by leadlng wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH

SEEDS for 1897

Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polisb. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. St. James Street **Montreal**

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .

CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanllla Chocolate.

Salt

Salt

Salt

Write us if you want **SALT** of any kind, in car lots or less; can ship at very short notice. . . . .

TORONTO SALT WORKS

TORONTO, ONT.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA

ROYAL NAVY CHOCOLATE

and **FAMOUS BLEND COFFEE**

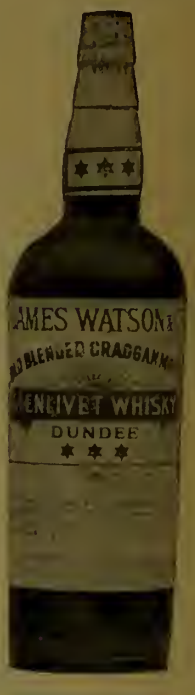
Send your orders to

THE COWAN CO., Ltd.

470 King St. East, Toronto

ASK FOR

MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.

(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs..	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	**per do**
Concentrated, ¼'s, 1 doz. in box..	2 40
" ½'s, " ..	....
" 1 lbs. " ..	....
Homeopathic, ¼'s, 14lb. boxes ..	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)

Mott's Broma.....per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Cbocolate	0 18
Mott's Navy or Cooking Chocolate..	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate.	0 21 0 43
Mott's Sweet Chocolate Liquors.	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz..	$3 75
Cocoa Essence, ½ lb. tins, per doz...	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Cbocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Cbocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each...	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. eacb...	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. eacb, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails ..	0 20
Featber Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.

Terms, 3 p.c., off 30 days.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases....	0 27
½ lb. package, 15 and 30 lb. cases....	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz. ..	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb...	0 20	0 22
Improved Shredded, " ...	0 18	0 20
Beaver " ...	0 16	0 18
Macaroon " ..	0 16	0 18
Desiccated " ...	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.

Green.		per lb
Mocba	0 27½	0 30
Old Government Javs	0 30	0 33
Rio	0 14	0 16
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 19	0 22
Maracaibo	0 18	0 20

JAMES TURNER & CO.

Mecca	....	0 34
Damascus	....	0 30
Cairo	....	0 25

TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Laguaya "	....	0 27
Mocha and Java	0 32	0 35
Old Government Java	0 30	0 36
Arabian Mocba	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 26
Crushed East India	....	0 20

EXTRACTS.

	per doz.
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

CREAM SODAS.

In 3-pound Tins, made by us, are the original Cream Sodas. They are always CRISP, FRESH and TASTY. No grocery stock is complete without them. They are trade bringers and trade keepers.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST - - TORONTO. S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top, "	21 00
" S. & L. "Higb Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz	6 00
Milk Granules with Cereals, in cases, 4 doz	5 8

FRUITS.

FOREION.

	per lb.
Currants—Provinoials, bbls	0 04⅜ 0 04½
" ½ bbls	0 04½ 0 04⅝
" Filiatras, bbls	0 04½ 0 04¾
" ½ bbls	0 04½ 0 04¾
" Patras, bbls	0 05 0 05¼
" ½ bbls	0 05 0 05⅛
" cases	0 05⅛ 0 05½
" Vostizzas, cases	0 06 0 08
" Blue Pearls	0 08 0 08½
Dates, Hallowee boxes (new)	0 05¼ 0 06
Figs—Eleme, 10 oz	0 07½ 0 00
" 10 lb	0 09 0 12
" 18 lb	0 11 0 13
" 28 lb	0 13 0 16
" taps	0 03¾ 0 04½
" natural, boxes	0 07
" ditto, bags	0 04½
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux	0 04½ 0 06½
Raisins—Valencia, off stalk	0 05 0 05¼
" Fine, off stalk	0 05¾ 0 06
" Selected	0 06¾ 0 07
" Layers	0 07¼ 0 07½
" Sultanas	0 07 0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½ 0 08½
	per box.
" Malaga	
" London Layers	1 60 1 80
" Black Baskets	2 20 2 65
" Blue Baskets	2 25 3 50
" Choice Clusters	2 25 2 75
" Dehesa Clusters	3 50 4 00
" Non Plus Ultra	6 00
" Imperial Bunches	5 75 6 00
" " Russian Clusters	5 00 5 50

DOMESTIC.

Apples, dried, per lb	0 02½ 0 03
" evaporated	0 03 0 04

FOOD.

	per brl.
Split Peas	3 25 $3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	2 15
40 dy	2 20
30 dy	2 25
20 16 and 12 dy	2 30
10 dy	2 35
8 and 9 dy	2 40
6 and 7 dy	2 55
5 dy	2 75
4 dy A P	2 75
3 dy A P	3 15
4 dy C P	2 55
3 dy C P	3 75

HORSE NAILS—
Canadian, dis. 50 per cent.

HORSE SHOES—
From Toronto, per keg 3 60

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. o. dis.
Round-head iron, 75, 10 and 10 p. c. dis.
Flat-head brass, 77½, 10 and 10 p. o. dis.
Round-head brass, 72½, 10 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, whicb shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under) 1 35

ROPE—Manilla 0 08 0 08¼
Sisal 0 06⅜ 0 06⅞

AXES—Per box 5 25 9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—

Heavy T and strap	0 04¾ 0 05
Screw, hook and strap	0 03¾ 0 04

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—
Selected packages, per gal. 0 41 0 42
2c, extra outside points.

LINSEED OIL—

Raw, per gal	0 44 0 45
Boiled, "	0 47 0 48

2c. extra outside points.

GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8
Banagher	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch		4 40
Special old Scotch		5 00

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

	per gross.		per gross.
Pony size	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " "	1 20
1 lb. jars, per doz	2 40
4 lb. "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03¼	0 03¾
Patna		0 04¼
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04¼
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls and kegs	0 04¼
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06¼
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes, 1-lb. pkgs.	0 08
	6-lb. boxes, sliding covers	
	(12-lb. boxes each orate.	0 08½
PURE	16-lb. boxes	0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	0 07¼

We Stand Alone

So far ahead are we of all Competitors.

Our Packages have a larger sale than all the other manufacturers' put together.

SCHEPP'S

The Standard Cocoanut

Factory, 6 and 8 Bay St. TORONTO.

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

They all claim "the best"

The proof of the Pudding is in the eating.

..TRY..

"WHITE MOSS" COCOANUT

We will abide by your decision.

Manufactured ONLY by...

Canadian Cocoanut Co.
(J. Albert McLean, Prop.)

MONTREAL

For puddings, oustards, etc.

ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs.....	0 04¾
Kegs, 100 lbs.....	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case.....	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 06½

SUGAR.

	per lb.	
Granulated	4 3-16	4 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05⅞	0 25⅛
" In 50 lb. boxes....	0 05½	0 05⅝
Extra Ground, bbls. Icing....	0 05⅝	0 05⅛
Powdered, bbls	0 05	0 05⅛
Very bright refined	0 03¾	0 03⅞
Bright Yellow.....	0 00	0 03½
Dark Yellow	0 00	0 03½
Demerara.....	3 50	0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. palls.....	....	1 00
" 3 gal. pails.....	1 35	1 40

MOLASSES.

Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot.....	4 20
Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs	....	0 35
" " 60 ½-lbs.....	....	0 35
" " 30 1-lbs.....		
" " 120 ½-lbs.....	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

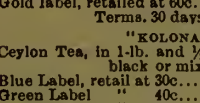
LIPTON'S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21



Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms. 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.....		0 42
Gold Label, " 80c.....		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Pails, 2 hoop, clear. No. 1.....	$ 1 45
" 3 " " " "	1 60
" 2 " " " 2.....	1 40
" 3 " " " 2.....	1 55
" " " painted " 2.....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet		1 60
" XX		1 40
" X		1 25
" Special Globe..		1 50
Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger.....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross.....$	2 00
" 10 " "	1 10
" 2 Tiger, ...	5 00
" 4 " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❁ **16 oz. Bottle, $1.00.**

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW
TORONTO . . . . MONTREAL

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES
on this Continent.

Trade-Mark.

No **Chemicals** are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,

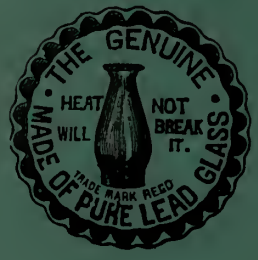
Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto, Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.

GOWANS, KENT & CO., - TORONTO

Knox's

ONLY MEDAL AT THE WORLD'S FAIR.

TRADE MARK.

. . . Gelatine

Should be found

With all high-class grocers, because it is the purest made and gives the housekeeper best satisfaction. It is the only gelatine indorsed and used by scientific cooking schools.

MAKES 2 QUARTS JELLY

Specify "Knox's" on Orders to Your Jobber.

Agents

A. E. Richards & Co. - Hamilton
William H. Dunn - - - Montreal
Beattie & Elliot - - - - Quebec
C. & E. MacMichael - - St. John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.

C. B. KNOX,

Manufacturer,

JOHNSTOWN, N. Y.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks Etc

MONTREAL.

YOUR ADDRESS

CANADIAN ADVERTISING AGENCY LTD. TORONTO

and six cents for postage will bring you our Handy Business List of Canadian Papers.

"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD. TORONTO will bring you tenders from the best contractors

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL

For . . . . .

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.

26 Front St. West, Toronto.

CHARLES F. CLARK. President. EDW. F. RANDOLPH Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY, Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—McKinnon Building
Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, MARCH 19, 1897. No. 12

COLMAN'S MUSTARD

BEST ON EARTH

The New Customer Judges by Quality

Not within your memory has any article of food come into such general use as Rolled Oats. They are as staple as flour. They are probably one of the first things the new customer will ask you for. "Pan-Dried" Rolled Oats are liberally advertised as highest quality. Like as not the new customer is going to ask you for them at once. Can you give any good, reasonable reason why you don't keep them, and why other grocers do? Are you going to take chances on getting new business? Is it the best kind of judgment to let the new customer form a wrong impression about you and your store? Quality counts!

From Manufacturer to Retailer Direct.

The Tillson Company Ltd.
Tilsonburg, Ont.

White Label Soups . .

High-grade correct soups cannot be produced with the facilities at the command of the average housekeeper. Therefore, when a special dinner is to be given, it is a relief to have at hand a prepared soup which can be relied upon as absolutely correct in combination and flavor. Prepared by a chef of consummate ability, perfect in every detail that goes to make up a correct soup, WHITE LABEL SOUP may be offered with the utmost confidence by the fancy grocer. Twenty varieties, quarts, pints and half-pints.

Manufacturers' Agents:
H. P. ECKARDT & CO. Toronto
J. L. WATT & SCOTT Montreal
J. HUNTER WHITE St. John, N.B.

Armour Packing Co. . .
Kansas City U.S.A.

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . **EIGHT PRIZE MEDALS**

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Crete

Does not produce

Pride of Asia Tea

It is grown in

CEYLON . . . . .

Packed in iron chests of 100-lbs. each.

We will advertise it among your customers and do all we can to win back from the pedlar and department store your legitimate Tea trade. If any tea in the world will do it, Pride of Asia is the tea.

WRITE FOR A CHEST.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

Standard Goods THE Best to Handle

FOR. PURITY

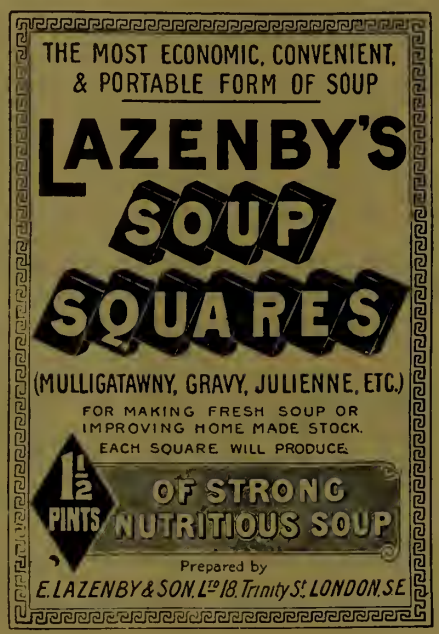
This brand is always reliable.

FOR STRENGTH

Highest test 98 50/100 pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

If you have not used these Soup Squares



Try Them. They are the best Manufactured

Genuine Macaroni

Is branded with this name.

P. CODOU

IT IS THE FINEST QUALITY MANUFACTURED.

AGENTS FOR THE DOMINION

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.
LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

CRESCENT BRAND
BM&Co
TRADE MARK.

BRUNNER, MOND & CO., Ltd,
NORTHWICH, ENGLAND
MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL
SOLE AGENTS FOR THE DOMINION OF CANADA

Crescent Dressing
Spanish Satin Gloss
New York Dressing

These dressings contain a large quantity of glycerine and will not crack the leather, but on the contrary, will soften and preserve it. They are especially adapted for ladies' and children's fine shoes. They are put up and placed on the market at the lowest possible price. Send us for prices.

The F. F. DALLEY CO. Ltd., Hamilton, Canada.

INDURATED FIBREWARE

Will never leak
Never drop apart
Never shrink
Never swell

This is possible on account of the compressed ONE SOLID PIECE of which it is built. It is a long-lived ware, removed from the possibility of breaking or being injured, and has revolutionized the use of hollow-ware.

Made into Pails, Tubs, Dish Pans, Milk Pans, Wash Basins, Butter Tubs, Spittoons, Fire Pails, Barrel Covers, Etc.

The E. B. EDDY CO., Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

YOUNG HYSONS

That show grand values to the keen buyer and wide-awake grocer. In high and medium grades we offer an exceptional selection. Not a single tea in our stock purchased before making the most careful and rigid tests. . . .

To Retail at 50 cts.

True Moyune Flavored Young Hyson, Extra Quality.

To Retail at 25 cts.

Young Hysons that show you a good margin and cannot fail to make trade.

W. H. GILLARD & CO.

Wholesalers Only,

Hamilton

JOHN MOUAT, Northwest Representative, WINNIPEG.

The Day of "Good Enough"

has gone by. People have learned by experience that the best is the best—in the end. And grocers who are alive to their customers' interests and their own, value this fact and profit by it. The mild cure of "Rose Brand" Bacon is guaranteed; you don't find a piece here and there that is better or worse than another. It is always the same high quality. Customers who are looking for the best Bacon at the price of second best, won't buy "Rose Brand." But there are not many such people, and they never become permanent buyers.

"Rose Brand"
Hams, Bacon, Lard.

The Geo. Matthews Co., Ltd.
Ottawa and Peterborough.

THE HUNT . . . .

for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr., St. Catharines, Ont.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, MARCH 19, 1897 ($2.00 per Year) No. 12

HOW TO DEAL WITH THE DEPARTMENT STORE PROBLEM.*

[BY E. A. STEVENS.]

I HAVE conversed with many members of this State Association on the department store problem, and everyone has ascribed the department store success to those things so popular among fools—fraud and misrepresentation—saying that were it not for misrepresentation of goods they could not possibly exist, that in the majority of cases their "bargains" are unmitigated humbugs, and that they cannot buy good goods cheaper than the average merchant and in addition pay large sums for buildings, insurance and advertising.

Various propositions have been made to limit these vampires of trade, but no idea has yet been formulated that would attract to it sufficient intelligent support. For the reason that the propositions have usually had an apparent element of persecution or unfair discrimination about them. The proposition that I have to launch the public at large would certainly endorse, as they desire to be as little the victims of fraud and humbug as possible.

Learning of some new laws passed in Germany last summer, I sent for certain books. Four of them were sent me. How much of them were available for my purposes I did not know, so I had the whole lot translated, making quite a large volume and involving an immense amount of labor and considerable expense. These translations were very difficult, and the one who could translate or give the German correctly could not find the right kind of English to express it. Points of law are hard to understand in our own language, but it is a most difficult feat to translate technical terms of one language in the technical terms of another. Several so-called translators threw up this job, and I have had no small work in straightening out the peculiarities of these translations, which are the work of Dr. G. A. F. Lespincesse, and I am also indebted to W. J. Burlingame for assistance. The whole would amount to, I think, several hundred pages, but I can only take a few disjointed paragraphs to illustrate what I desire to bring before you.

It is not attractive reading and likely to be tedious, so I crave your indulgence to give you a little at a time. But I think it is very important and, I think, gives the keynote to destruction of unfair competition. I will now give you an abbreviated introduction to the law by Dr. Stephan, a German law authority.

GERMAN VIEW OF UNFAIR COMPETITION.

Unfair competition is to try to obtain the custom belonging to another person, contrary to the commandments of good faith and honesty in commerce and trade. However justifiable and easy it may be from a human point of view in business life to outstrip the antagonist and become master of the field of sale by the offer of better and cheaper wares and services when it is done by honest means, it is deeply reprehensible when such is undertaken at the cost of good faith and credence, which form the basis of all commercial business life.

There arises then a danger not to be underestimated, not only to the damaged person, but to the state; and its extirpation is demanded by its inmost interests.

Unfair competition and the struggle against it are the offspring of modern times in Germany. It cannot be denied that these conditions first made their appearance with the general liberty of trade, but soon wound themselves around all products of commercial life and suffocated many. However deplorable these phenomena might be, however much people were united in recognition that such a pernicious wrong should exist no more, it seemed very difficult to find the suitable means wherewith to do away with the evil which knew how to find the most difficult byways and back gates in order to gain its pestilential aim.

The existing legislation neither in the Empire nor in the single states, offered sufficient scope either for the annihilation or for the limitation of the evil, either by commercial or civil proceedings.

Very correctly the competition which had to be fought had been designated as well here as abroad as unfair, but not as unlawful, because it did not clash with a positive legal maxim so much as with the general precepts of good faith and decency. For, as remarked by Kohler, the pioneer in the domain of commercial protective legislation:

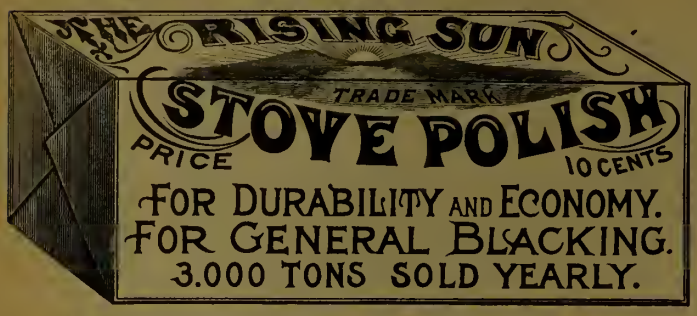
"Unfair competition evades taking the forms forbidden by law in order to wring—decked out in a thousand masquerades—the fruit of loyal exertions from loyal traffic." This opinion does not contradict the fact that unfair competition often offends directly against legislation, particularly when to reach its aim (the expulsion of a competitor) it uses means which are, per se, misdemeanors—one only has to point out the transgression of deceit, calumny of the so-called punishable selfishness, viz., in the violation of property of the mind, particularly the laws for the protection of patents, labels, etc. More often unfair competition took a form which was not, or only partly, criminal.

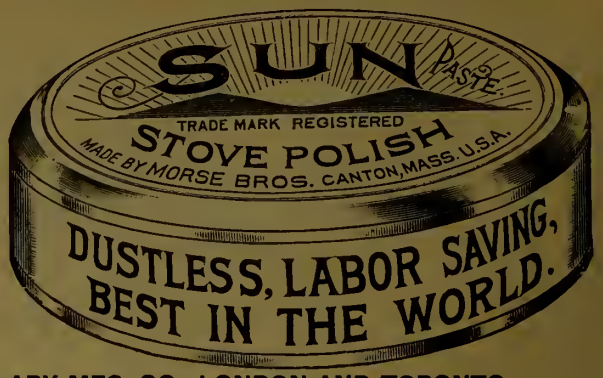
There often wants, in order to make a deceit intentional, the damage to property induced by deceit which should be predominant in illegal profits, when, according to the oft-pronounced decisions of the Imperial Court, the identity of the deceivers or damaged person need not be brought in evidence, but only the internal reciprocating actions between deceit and inflicting damage because a third person wholly outside the strife might be damaged, although the deceit was not directly aimed at him.

No more could an insult or slander be

*Paper read before the Illinois Retail Grocers' and Merchants' Association.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH





MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

recognized when it could not be proved that the perpetrator had the purpose or intention to hurt the business honor of the others.

Civil justice was like criminal justice, insufficient in the battle with unfair competition. For, although every forbidden action brings responsibility according to all civilized states, yet every forbidden action cannot be regarded as an illicit or unlawful action. An attempt was made to follow the legislation of our western neighbor, but si duo facient idem non est idem. "What is just to one is not always just to another."

At the end of the last century the high-rolling waves of the revolution in France washed overboard from the state all privileges and monopolies ; all guilds and crafts, and announced the principle of unconditional liberty of labor and industry. The most injurious consequences were soon noticed, however, in France, and the code civil and not the code penal was the one regarded as offering suitable restrictions. The limitless industrial freedom, independent of any official approval, not even bound to a notification of trade authorities, not limited by any conditions whatever, soon bore very doubtful blossoms, first against individuals, and at last against all business, and the judiciary had soon to institute a vigorous prosecution against these actions, so nefarious to the entire community. It was thought that a means to avert this evil was found in the code civil of Feb. 9, 1804 :

LAW OF INDEMNIFICATION.

"Anybody's action, of whatsoever kind, by which damage is caused to another person, obliges the one who has caused said damage to indemnify for the same."

And, in fact, the French jurisprudence has since succeeded in fighting unfair competition by the help of this regulation. For us in Germany it was attempted to use the analogous regulations in the same way. This miscarried through the position of the Imperial Court above mentioned.

The basis of these diametrically opposed judicial conceptions are of different kinds. It lies in the nature of the German judge to keep as strictly as possible within the exact verbal expression of the law, while the Frenchman, with his emotional nature, is easily inclined to eke out the faults of kindred laws by each other's regulations. In fact, to generalize the vatis legis as much as possible. While with us the commercial court, filled with laymen, is only of recent date, the commercial courts of France, composed of a learned judge and representatives of commerce and industry, have existed since the beginning of this century. Since the laymen, therefore, have given a considerable influence to their verdicts in this respect, it is not astonishing that the sentences of these courts do not hold themselves to the strict letter of the law, but urged by propitiatory circumstances have tried to fulfil the requirements of practical life as much as possible.

We must not forget the influence which the Minister of Justice exercises on jurisprudence in France. All verdicts that are deemed doubtful, or which seem doubtful to him, or which he wants to have definitely decided on by the Supreme Court, are brought to him. The lower courts have the last appeal in all cases of unfair competition. The criminal prosecution of unfair competition is without appliance in France, but the French judge tries to remedy this by giving damages that often seem to be extraordinarily high, because the freest judicial conviction allows free room in answering the question of cause and the amount of damages.

But since such jurisprudence was not approved by the German courts it became necessary to enact special legislation to fight unfair competition.

Herr Kohler, time and again, even when unfair competition was not yet understood by the German lawyers, has pointed out the damages of this parasite in commercial life and recommended after the example of the French legislation, to use the German judicial enactments to fight unfair competition, but in vain. But by his restless persistence the general detriment of unfair competition became more and more prominent. Soon there appeared brochures by lawyers who either advocated the enactment of a special law or who considered the existing laws as sufficient, and either considered a protection by the civil courts as efficacious or held a criminal prosecution as necessary. At least petitions for protection against unfair competition were addressed to the Reichstag and the Imperial Government in such numbers by industrial and commercial circles that finally regard had to be given them and the enactment of the following was the result :

I have had a portion of the digest of the German Imperial laws against unlawful inducement or representations, together with laws governing the protection of trade marks, with legal conditions of payment, translated from the Reichsgesetz zur Bekaemfling des un Lauteren Wettbewerbes, by M. Akmann, of Berlin, which is brought up to the legislative period of the Reichstag of 1895-96.

Section 1. Whoever makes false representations, either in advertisements, or in circulars, to a large circle of persons, about business conditions—particularly in regard to the quality, the process of manufacture, or the rate of cost of goods, or the price of services in different trades, or the manner of supplying, or the source of goods, or in regard to possessing trade marks, or by misrepresentations about the reason for the sale of certain wares, and by such representations appears to offer a particularly favorable opportunity to buy, can be arrested and forced by order of the court to desist from such fraudulent representations. The action can be brought by anyone whose trade or business is interfered with, or by trade unions, if incorporated by law. Such action at law gives, beside the right to suppress such advertisements, etc., also the right to damages suffered by those whose trade or business was interfered with, provided such persons knew such advertisements to be fraudulent. The right to collect damages cannot be exercised against editors, publishers, printers, or distributers of periodicals—unless they were acquainted with the character of the advertisements.

The use of names, by which, according to custom in trade, certain goods are designed without expressing the origin or composition of the goods, does not come under the foregoing Act.

Representations by pictures or object advertise-

Too Many Cooks Spoil the BROTH

Just so with the grocer who handles too many alleged "superior" Packet Teas. Handle the one brand that has proved supreme value—

The Circle Brand

Like the ideal cook, it is honest, reliable, faithful and always in demand.

SOLD IN POUND AND HALF-POUND AIR-TIGHT ODORLESS PACKAGES.

LUCAS, STEELE & BRISTOL - HAMILTON

Teas

PACKAGES

Ram Lal's Pure Indian
Golden Age
Mascot

BULK—BLENDS IN TINS

Rangnugger Blend
Golden Age
Mascot

JAPANS, JAPAN DUSTS, HYSONS
CONGOUS
CEYLONS INDIANS

Our stocks are large and well-assorted, and show first-class values. We will be pleased to mail samples and quotations.

JAMES TURNER & CO. - - HAMILTON, ONT.

To Port Arthur, Fort William,

and all Railway Points East, in Ontario

FREIGHT PREPAID on 5-case lots

"REINDEER BRAND"

CONDENSED GOODS

SPECIAL BARGAINS } TEAS! TEAS! TEAS!

Crown Brand, in packages l's and ½'s.
Tetley's Teas, in packages l's and ½'s.

FULL LINES . . . } CEYLON, ASSAM and JAPANS

SEE OUR TRAVELLERS OR WRITE FOR SAMPLES BEFORE YOU BUY.

THOS. KINNEAR & CO. WHOLESALE GROCERS TORONTO

ments come under the head of Section 1, whenever they are intended to take the place of false representations.

Section 4. Whoever makes, with the intention of creating a greater demand by specially favorable offer, any untrue representations, or representations apt to deceive, by means of public advertisements or circulars, regarding the quality, the process of manufacture, or of labor, or source of goods, or regarding the possession of trade marks, or the motive and purpose of any sale, shall be subject to a fine up to 1,500 marks. If the said party has already been punished under this Act, there can be further imposed upon him, either in addition to, or instead of the fine, an imprisonment of not less than six months. If delinquent has already been punished under this Act, there can be imposed (except the fine also) imprisonment for not less than six months.

By order of the Bundesrath it can be determined that certain goods in the retail trade can only be offered for sale, or sold, in certain quantities, or of certain length or weight, or with certain specifications on the goods of their number, length or weight.

Section 6. Whoever, for the sake of competition, makes special observations or spreads reports about the goods, or the professional or trade services of another person, which have the tendency to hurt the exercise of said business, or the credit of the owner, is obliged to make good the damage that has been suffered. Also the suffering party can claim the suppression of a repetition of said observations or reports. The punishment for the above is 1,500 marks or one year's imprisonment.

Section 8. Whoever makes use in business relations of a name, or a firm's name, of the private credentials of a trade, of a business undertaking, or of a paper, in such way as to be calculated to induce mistakes in said name, firm, or trade mark, of which another person rightly makes use, shall pay the damages. Also a repetition of the same can be suppressed.

Section 9. Whover, as an employe of labor, or apprentice in a trade, communicates secrets of the trade or business that have been entrusted to him by reason of his employ, and, during the duration of his employment, for the reason of competition, or with the aim to hurt the owner of the business, shall be punished with 3,000 marks fine or up to one year's imprisonment.

The same punishment is imposed upon those who have received business or trade secrets, by reason of the reports (designated in the first section I read), or by any other immoral or dishonest way, and use the same in competition, or communicate them to others. Damages can also be claimed in these cases. If more than one is guilty, all shall be prosecuted the same.

Sections 12 and 14. Whoever wants a trade mark for his wares to distinguish the same from others can register said trade mark in the patent office. The allowing of a trade mark has the effect that the receiver of the same has the exclusive right to bring for sale goods either provided with such trade mark, furnished with the same on wrappers, or to use said trade mark on announcements, price lists, business letters, bills, letter heads, etc.

Whoever knowingly, or by gross carelessness, brings in the trade goods or their wrappers, or announcements, price lists, letter heads, bills, etc., with the firm or the name of another, provided with a lawfully allowed trade mark, or sells the same, shall pay the damages. If a wilful violation the fine shall be from 150 to 5,000 marks, or incarceration for six months or less. Punishment only after accusation in court. The accusation can be withdrawn.

Section 15. Whoever, in order to deceive in business or trade, sells or offers for sale goods, wrappers, bills, etc., with an announcement which, in recognized trade circles serves a notice of the same goods of another person, without consent of said person, or with that aim brings such goods in market or holds them for sale, is liable for the damages, and a fine of 100 to 3,000 marks or to imprisonment for a term of three months or less.

Section 16. If a person stamps a seal of a place, or incorporated town, or an incorporated business, on goods or wrapper, letter heads, bills, etc., with the intention to mislead in the composition or value of such goods, or with the same intention brings such goods in the trade or sells them, a fine may be imposed of 150 to 5,000 marks or imprisonment for six months or less.

Imported goods which are unlawfully provided with a German firm name, or place of manufacture, or unlawfully provided with a trade mark, are liable, when imported into Germany, and can be held, on accusation of the damaged person, for security of the costs and confiscation.

I now synopsize a few sentences from the elaborate treatises of Judge Adolph Loeb and Adolph Oestenck, who are authorities on German jurisprudence :

A JUDICIAL MEANING OF UNFAIR COMPETITION.

Section 1. Man, as an independent acting creature, exists at first independently of any judiciary. His actions are of interest as far as they cause tangible changes and relations. He soon, however, as a human being enters in relations with another, his self life becomes a part and parcel of the common life ; he is not only to be regarded as an individual, but as a member of society. Therefore, all action of this society concerns him only as a member of society. One of the most important of all those life functions is the development of a right, or rather social will, which shall serve as a model to the private will.

With the development of law order by society, the human being (as member of said society) becomes also the enjoyer of said law order. He is not any more to be regarded as an individual, but as a member of a community of right (community under law) ; his actions are not to be regarded as encroachments on the outside world, but as relations to the common will of society. But since man as member of said community does not stop being an individual and acts as such voluntarily, so must society also necessarily recognize him in this capacity. For the community life of a person is the living together of companions in equal rights, not the penning together of slaves. Therefore the judiciary only takes a man as member of their equal rights community, under recognition of his capacity to act on the outside world in his own voluntary way. This recognition of the human being as a being subject to a voluntary mode of life within lawful bounds gives him what in judicial phraseology is called personality.

This personality as a quality recognized by the lawful community must, therefore, be recognized by its members : It is an absolute right.

While we nowadays recognize every human being as a member of society, we also allow everybody the right of personality. How little this right, however coincident with the existence as a human being, is shown by the slave in the Roman law, who was no personality, but a thing, shows that originally only the compatriot, living in a a certain society of human beings was recognized as a personality, shows that the stranger was without rights, that the personality was lost by outlawry.

So, as the recognition of man as an individual gives him personality, it gives the recognition of his capacity to act according

Jams

This is the Season for Jams.

We offer **PURE** Jams put up as follows:

7-lb. and 14-lb. Pails	1-lb. Tins
5-lb. Tins	1-lb. Glass
6-lb. Jars, Sealers	¾-lb. Tumblers
3-lb. " "	

Pure Goods. **Close Prices.**

The DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS, - - - TORONTO.

Telephones 399 and 1399.

to his free will, the lawful capacity for business and commerce. This is a simple consequence of the first. For if the existence (being) of a human being consists to act according to his free will, it includes the recognition of individuality inside of the pales of the community and necessarily the recognition of his capacity of working and acting lawfully. How much this capacity is recognized by the law as a consequence of individuality is shown by the circumstance that wherever the natural capacity is entirely or partly absent, a place-taker or trustee is appointed. He is almost there to make the partial personality whole.

The action of the free will and the exercise of natural activity form certain influences on the outside world, cause certain relations between the human being and the surrounding men and things. If, however, the law recognizes in general the capacity of man to act as an individual according to free will, so it has also under certain circumstances to recognize the activity of said will, the effects on the outside world as conform to commercial right. In so far as it does this every such act becomes a lawful authority, a subjective right. The practical being able to do is recognized as a lawful being allowed to do.

Just as the human being is not of any significance to the community in all his life acts, so are a good many of his acts necessarily not significant to the law order. Only in so far as his acts are an authorization of the rights of the community are they taken in cognizance by the law.

Just as the lawful community is a higher kind of commonality, which combines the natural equality of mankind, of which it is the exponent, so is the personality, the lawful capacity, the subjective right, only the expression and recognition of the natural capability to act, the natural exercise of these all in a certain case, only the lawful (by law) allowance of natural conditions permit.

Sec. 2. Business activity of a person is a particular brand of the general human activity, a certain expression of his natural capacity to work. This as such is fit to form a subjective right, a lawful prerogative of the human being, requires no further demonstration. The exercise of a business activity as a practical power must be elevated to a lawful allowance of performing said exercise.

The conception that the business exercise is not a judicial unimportant act, but exactly the confirmation of a judicial power (right), is for the first time made conspicuous in the history of the law.

All this proves that the law considers the exercise of a trade not as a judicial unimportant act, like eating or walking, but as an act particularly recognized by law, only

HELLO! Is that PURE GOLD?

YES.

Will you send up right away **FIVE** cases Peerless Washing Compound?

ANYTHING ELSE?

YES, send me 5 boxes of your new brand of Square Blue as soon as it is ready.

ALL RIGHT, it will be ready in two weeks, and will be of A1 quality and neatly put up.

Both of these lines are sellers, and pay the Grocer a good profit.

PURE GOLD MFG. CO., 31 AND 33 Front St. E., Toronto

to be performed by permission, and therefore considers it as the practical proof of a subjective right.

The only aim of a person in trade, is to dispose of the products of his trade, change them for money, in other words, to get custom. The formation of such lasting conditions between himself and other people, which constitutes custom, has certainly for the tradesman a great value, and as such constitutes a trade property. In general business life custom is commonly treated as a trade property, particularly is the value of the custom taken in consideration in determining the price, in the sale of a business.

If custom, however, constitutes a property palpably existing in business life, then it has also to be considered as a lawful property by the judiciary.

When anybody obstructs these natural operations in any other way but by competition, and such to the detriment of a certain competitor, with the object to undermine his trade, and said competitor's trade property is thereby diminished, then it constitutes a premeditated unlawful damaging of property.

If, however, custom is considered as a trade property, it must necessarily follow the acquisition and preservation of custom, must be recognized as an award of damages. In the worse ones, which come nigh unto deceit, punishment is meted out.

The law stays within the limits of trade. Although in some cases the general public may be benefited, the actions are only allowed the manufacturer or tradesman against an unfair competitor.

UNFAIR PROCLAMATION.

The form of unfair proclamations can be even different. Mostly in newspapers and periodicals. Herein are included as well those inserted in the advertising columns as those inserted in the editorial part (locals, etc.). Moreover, herein are included placards, circulars, hand-bills, by exposition of pictures, models, goods, machinery, public processions, shows, public criers, etc.

The communication by writing, printing or speaking is not necessary ; any show or representative that takes the place in the promising of the goods, of words is sufficient.

This form of unfair proclamation can be in the following way : That the price of the lauded goods or services are stated falsely. Goods in show windows marked lower than same goods in store, or the posting of "All goods in this store 50c.," while dearer goods are offered.

Sale below cost price, manufacturer's price, etc.

In this class belong medals, diplomas, honorable mentioning, etc., which are given to certain wares by expositions or by particular corporations.

When anybody boasts of the possession of this distinction, while he does not have any, or has no more right to them by being, for instance, a retired member of the firm.

When he claims a higher distinction than belongs to him. Gold medal when only a silver one ; "Only gold medal," when several were awarded.

When claiming a prize on certain wares, while in reality he received it on other wares, he shall be prosecuted.

ABOUT THE REASON OF SALE.

Concerns the mention of circumstances by which the salesman has the occasion to offer certain goods particularly cheap, or force him to sell his stock as quickly as possible and therefore as cheap as possible. Instances : Sale of damaged goods, non-accepted goods, smuggled goods, remnants, bought in bankrupt sale, forfeited pawn goods, sale because of removal, going out of business, professing circumstances such as death, sickness, closing out, when the stock is continually renewed. Also those announcements come within the reach of unfair proclamation, when they have no reference to undeniable cause, but only show a certain aim of the dealer. For instance : "In order to make room, I sell, etc."

A merchant makes the following advertisement :

"Going out of business in this place, I will sell out my entire stock during next week. Genuine Persian carpets at half price."

In reality he does not change business place, does not sell out his stock, but buys in regularly. He has no Persian carpets in his business, but cheap stuff which he, indeed, sells at the advertised rates, but even then are paid for too high. The public, however, induced by favorable offers, comes in crowds and gets cheap wares at high prices. Fair competition suffers, of course, at a loss.

A manufacturer sends to a number of wholesale business men the following circular :

"Since the factory Y—— (a competitor) can not by monetary pressure fulfil his orders, I call the attention of the public to my machines. They are better and stronger, and at the same time cheaper than those of Y——, who has attained a bigger sale only by fraudulent representations."

In fact the factory Y—— is as solid as ever, is perfectly able to fulfil its orders with good and solid machines. The claims of the manufacturer are, therefore, untrue and liable to cheat the public.

A manufacturer in Nurnberg finds out a poor fellow in Berlin, by the name of A. W. Faber, and induces him (who never had a cent) to use his name to begin a sham business in Berlin and to incorporate it under the name of A. W. Faber. Immediately afterwards the manufacturer buys the new firm out and transfers the sham business to Nurnberg.

From there he sends out lead pencils, a correct copy with the label, etc., and the signature of the world renowned firm of A. W. Faber, un Stein.

These three cases give examples of unfair competition.

All of them aim at cheating the public. In the first they try to make the public believe that by favorable circumstances it has the chance to buy good goods for a small price. In the second the public is induced to believe that the competitor's product is not as good. In the third it is an attempt to substitute goods for those of a firm with an established reputation.

The aim is always the same, to take away trade of the competitor, and lead it away from the legitimate business. The clientele of trade is attained by giving valuable services, by work or by goods. It has a certain economic value, and represents as such a property.

The whole economic traffic is a competition. Everyone tries his best to find customers for his services, and thereby to get the value of his services. But this competition presupposes a certain equality of trial or opportunity. Just as in social life a certain rule is required enforcing respect for another's property and for a stranger's person ; just so is it in economic traffic. Whenever anybody gets possession of property by other than recognized social means, he makes himself liable to punishment.

And the duty of the state is to protect this order in economic traffic, and to suppress those transactions which interrupt the legitimate and healthy development of trade.

In the middle ages the state knew this duty as well as nowadays. But this protection was not so necessary because commerce and trades were organized in such a way that the control of the state was exercised by the control of the associations.

Neither commerce nor trade could be exercised outside of the guilds or crafts.

Competition, therefore, stood under a steady restriction, so that general laws against abuses were not necessary.

Then came a change when new trades originated, which could not be moulded in the old forms of the guild and crafts organizations. In those new fields originated those laws that nowadays take a broad place in our civic jurisprudence and afford protection to intellectual and economic property.

To be continued.

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

A BARGAIN

PURE JAMS AND JELLIES

Do you use them? Prices and quality right. If you want a bargain in these goods, write

R. J. GRAHAM, - - BELLEVILLE, ONT.

THOSE DEPARTMENT STORES.

TRADERS in Montreal believe in the adage to "agitate, agitate," to secure a remedy for their grievances.

The department store is one of the most offensive to retailers and they are persistently keeping up the agitation against them.

The other day the retail dealers in household furniture, etc., drew up strong resolutions in regard to the matter. The meeting was attended by every retailer of importance in Montreal, and it was unanimously decided that no manufacturer who sold to a department store would be patronized by the regular retailers. Notices in accordance were sent to the manufacturers in Ontario and Quebec, and the retailers believe that they can be induced to refuse orders from the department establishments.

Action by the Retail Grocers' Association also has already been referred to. The other week a deputation waited on the Wholesale Dealers' Association and made strong representations to them in regard to the matter. Last week the retailers again discussed the matter at the regular monthly meeting of their association, the outcome being the appointment of a committee composed of President Vallieres and the other office bearers of the association, coupled with Messrs. A. D. Fraser, Upton, Labrecque and Dupontier, to draft a resolution calling upon the manufacturers, wholesale merchants and agents not to sell to these stores.

SUGAR STATISTICS.

Last week's summary of the sugar statistical position, as made up by Willett & Gray, showed stocks in the United States and Cuba together of 348,754 tons, against 340,026 tons the previous week and 190,179 tons last year, a plus of 162,504 tons over last year. Stocks in Europe 2,652,000 tons, against 2,664,500 tons last week and 2,369,300 tons last year. Total stocks of Europe and America 3,000,754 tons, against 2,984,526 tons last week and 2,555,550 tons last year at the same uneven dates. The excess of stock is now 445,204 tons, against an excess of 376,536 tons last week and a deficiency of 6,733 tons December 31st, 1896. Afloats to the United States include shipments of 1,900 tons last week from Hamburg and Bremen. Freight room has been engaged for 17,000 tons. Shipments include 600 tons refined. Total stock in four ports, 291,520 tons, against 286,835 tons last week and 140,914 tons last year. The six principal ports of Cuba by cable for week: Receipts, 15,243 tons; exports, 10,500 tons; stock, 57,234 tons, against 53,191 tons last week and 49,265 tons last year. Total stock in all the principal countries, 3,000,754 tons, against 2,555,550 tons at same uneven dates last year and 2,360,774 tons at the even date of March 1st last year. Afloats to the United States from all countries, estimated, 65,000 tons, against 70,000 tons last year.

TRADE CHAT.

THE new C.P.R. steamer on the Columbia River will be 175 feet long with 28 feet beam.

Sanders, Soule & Casselman Co., general store, produce, etc., Chesterville, are applying for incorporation.

The creditors of H. S. Wilcocks, grocer, Picton, met in Toronto on Wednesday, when a statement showing $13,000 liabilities was submitted. The principal creditors are the Bank of Montreal, $4,400, and McMahon & Co.

James Dawe, of Leamington, has disposed of his bakery to H. McPhail, of Belmont, who will remodel and improve the present building and conduct a baking and confectionery business on a large scale. Mr. Dawe will be retained as head baker.

W. J. Young, of Brandon, and Geo. Budd, of Hamiota, have formed a partnership to conduct a grocery business in Brandon. The new firm is to be known as W. J. Young & Co. Their place of business will be in Coombs & Stewart's block.

The Regina Board of Trade have elected these officers: President, Mayor Eddy; vice-president, G. Michaelis; secretary, W. Tranto; council, R. H. Williams, G. T. Marsh, D. Peterson, R. T Ferguson, C. H. Black, J. K. McInnis, R. Sweet, Hugh Armour, John Dawson.

The students of the Manitoba Dairy School have organized the "Manitoba Butter and Cheesemakers' Association," the membership of which will be restricted to men having operated a factory successfully not less than one year, and holding a diploma from the provincial or other recognized institutions.

A meeting of the creditors of the estate of John King, general merchant, of Fort William, was held in Assignee Henderson's office on Tuesday, when a statement was presented showing assets of $30,000 and liabilities of $34,000, a deficit of about $4,000.

A CANADIAN CASH REGISTER.

A marvel in the way of a cash and credit register is now on the market in this country. This machine registers records and adds up all cash sales; it registers and records and keeps a separate account of all credit sales, all moneys received on account or paid out; it issues a check printed on both sides; it prints a detail record of every transaction and it tells you the amount of business each clerk does.

This register was wholly created and constructed in Canada, and is being manufactured and sold by the Capital Cash Register Co., Ltd., at Ottawa, Ont. The firm will send illustrated pamphlet describing the machine to anyone addressing it a card.

PECULIARITIES OF CLAMS.

THE clam's body is completely shrouded in the mantle except for two openings, through one of which the foot can be pushed out, says The Popular Science Monthly. The other is for the siphon, or what is commonly known as the "neck" of the clam. In some respects the clam may be better off than we are, for he has a little drain in his foot, and also a gland for secreting strong fibres. With this he spins a byssus by which he can attach himself to whatever he likes. He does not even have to search for his food, but waits for it to come to him. He makes a burrow in the mud or sand, attaching himself to the bottom of the byssus. Then he thrusts his siphon up through the mud and water until it reaches the surface. The siphon is made up of two tubes; the water flowing in through one and out through the other.

When the inflowing current, laden with minute plants and animals, reaches the gill chamber some of these are sifted out and retained for food, while the water and waste matter flow out through the other tube.

The clam's eggs are carried by the mother on her gills. When there are fish in the water with them the mother can discharge the eggs, which soon hatch, but if there are no fish they carry the eggs until they decay. The reason of this strange behavior is this: When the eggs are set free in the water they soon hatch, and the little ones swarm about until they find some fish to which to attach themselves. They live for a time on the mucus of the fish, and then drop off, sink to the bottom, and form burrows for themselves. This curious semi-parasite life is no doubt a reversion to the habit of some ancient ancestor.

A TAX ON DRUMMERS.

The Dominion Commercial Travelers' Association, of Montreal, have been urging the Montreal Board of Trade to take up the subject of the New Brunswick tax on commercial travelers. Last week the Council of the board adopted the following: "Resolved, that the Council of the Montreal Board of Trade, having learned that the Provincial Legislature of the province of New Brunswick contemplates imposing a special tax on all commercial travelers entering that province, hereby urges the St. John Board of Trade to use its utmost endeavor to secure the withdrawal of such an obnoxious measure."

No use Telling You it is LENT

BUT there is some object in telling you that

We Have the Best Assorted Stock of FISH

IN TORONTO

Ask us for what you want. We have special prices for next two weeks.

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Manufacturing Grocers

TORONTO - CANADA

DEATH OF MR. GEO. PRICE.

A SUDDEN death, which greatly shocked the community, occurred on Tuesday afternoon, when Mr. Geo. Price, J.P., passed away at his home, corner of Baker and Murdoch streets, after an illness of but a few hours, caused by heart disease. Mr. Price had been about his usual business only the day before, and up to quite a late hour on Monday night was working at the audit of the tax-collector's books. He complained, however, of a severe pain in the region of his heart, and on Tuesday his case became serious, terminating fatally about 4 p.m. Mr. Price was an old resident of the town. As a boy he was adopted by the late Geo. Snider, with whom he lived several years in Artemesia, during the time Mr. Snider was Crown Lands agent in that part of the country. When Mr. Snider was appointed sheriff and removed to Owen Sound, Mr. Price came with him. This would be about '53 or '54. He entered the employ of Newcombe & Baker, general merchants, as a clerk, and afterwards worked for Ormiston & Rodgerson in their general store. Later he formed a partnership with Mr. Jas. Buchan, with whom he carried on a general business for several years. On the dissolution of the partnership he was appointed official assignee for the county, and also obtained several agencies. He was an acting magistrate for some years, trying cases from outside the town limits. In the course of his business career he accumulated a considerable estate, and at the time of his death was in comfortable circumstances. Mr. Price was twice married. By his first wife he had four children—three daughters and a son—all of whom are sill living excepting the son. His second wife and four children—two sons and two daughters—also survive him. Deceased was an active and liberal member of the Methodist church. The funeral was numerously attended. Mr. Price's age was 62 years.—Owen Sound Times.

MARITIME PURE FOOD CO.

The Maritime Pure Food Co., Ltd., of Woodstock, N.B., is applying for a charter and will commence active operations in the near future. Their headquarters will be at Woodstock, N.B., and their business will be principally the canning of fruits, etc. The directors of the company are : H. Paxton Baird, C. S. Raymond, James Good, E. Slipp, Williamson Fisher, Wendell P. Jones and F. B. Greene. Mr. F. B. Greene, the manager of the company, comes from Maine, U.S., and has had over 25 years experience in the business. The remainder of the promoters are all prominent local men.

TEA DUTY.

"A duty on tea," remarked a member of the firm of Lucas, Steele & Bristol, "would protect the poorer class of the public from being imposed upon by worthless trash, and a duty (not ad valorem) could be easily fixed and easily collected. Based upon a small figure it would yield quite a revenue. There would be no need of the expense of tea inspectors, or a conflict of opinion such as would necessarily arise were an ad valorem duty imposed. In England the duty of sixpence a pound makes it a comparatively hard thing to get a poor tea, and it is the tea-drinking nation of the world. A reasonable specific duty will keep rubbish out and yet not make tea a luxury to the poor ; in fact, the poor will benefit."

At the annual meeting of the Woodstock Board of Trade the following officers were elected : President, John White (re-elected); vice-president, H. H. Powell ; secretary-treasurer, J. G. Wallace (re-elected.)

STOP A MINUTE . . .

Ludella Ceylon Tea shows a good profit to the dealer and gives satisfaction to the user. Come in out of the wet---and handle a live money-maker. A card to H. P. ECKARDT & CO., Toronto, will tell you all about it.

A Toothsome Adjunct

TO A GOOD MEAL IS

SEVILLE ORANGE MARMALADE

Manufactured from nothing but the luscious Seville Orange and Extra Standard Granulated Sugar. An experienced man does the work, and the results are all that can be desired---a delightful, appetizing dessert.

Our sales last season were enormous. This year we anticipate an increase.

PUT UP, SIX 7-lb. PAILS IN A CRATE

W. H. GILLARD & CO. WHOLESALERS ONLY **HAMILTON**

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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EFFECT OF THE U. S. TARIFF ON CANADA.

THE new tariff bill submitted to the United States House of Representatives on Monday promises to mark a new era in Canadian history.

The United States is our nearest neighbor. The people of that country are with us of one blood, and with us they are the issue of one parent stem. Naturally, therefore, we should trade one with the other.

Time and again Canada has endeavored to secure treaty arrangements with the United States, while the United States has, time and again, done everything she possibly could to prevent an interchange of commodities between the two countries.

The new tariff now before Congress is another of these many attempts to injure the Dominion.

The fact that she has struck us in what appears to her to be our most vulnerable point is evidence of that.

A glance at the comparative table, which we publish elsewhere, proves it.

We sell nearly three million dollars worth of coal to the United States annually, and on that the duty has been increased from 40c. per ton to 75c. per ton, an increase of 87 per cent.

Last year we exported over 13½ million dollars worth of the products of the forest to that country, and where the most of the lines appertaining to these were on the free list it is proposed by the new tariff bill to place them on the dutiable list at from $1 to $2 or more per thousand feet.

Horses we export to the United States to the value of $328,338, and on these the duty has been increased from 20 per cent. to $20 each.

Sheep we sent last year to the value of about $400,000, and on these the duty has been raised from 20 per cent. to $1.50 each. Our total exports of animals and their products to the United States last year were valued at $3,341,275, and on practically everything in the list the new tariff bill proposes to increase the duty to a more or less extent.

Our exports of barley to the United States in 1890, the fiscal year of which ended four months before the McKinley tariff went into force, were valued at $4,582,562. Last year, under the Wilson tariff, they only aggregated $297,438, or a decrease of nearly 89 per cent. And 1890 was not the maximum year either. Now, it is proposed to wipe out the remainder of our trade in this respect by increasing the duty from 30 per cent. to 30c. per bushel, or, at the present price of barley to-day at points in Ontario, about 93 per cent.

Beans we export to the United States to the value of about $250,000, and on these it is proposed to raise the duty to 50c. per bushel, or at the present price of this commodity, dangerously near the 100 per cent. mark. Our total exports of grain and flour to the United States last year were valued at about $900,000 in round numbers. And on these there is a general increase in the duty.

Hay, Canada last year exported to the United States to the value of $1,641,471, and the duty on this commodity has been increased from $2 to $4 per ton, or exactly 100 per cent.

The duty on butter has been increased by 50 per cent., but that does not bother Canada. We last year exported less than $3,000 worth to the States.

In cheese, the increase in the duty is the same as in butter, but our exports of this commodity across the border are only valued at a little over $10,000.

The increase of 66⅔ per cent. in the duty on eggs will not be welcome news to the producers of and dealers in this commodity; but it will by no means cause the same concern as it did when the same duty was put on by the McKinley bill.

The McKinley bill, it will be remembered, drove us to cultivate a market in Great Britain; and although the Motherland is not, nor perhaps never may be, as good for us in this respect as that of the United States yet the fact that it is at least partially so is some matter for consolation.

An idea of how injurious to the Canadian export egg trade United States tariffs have been since 1890 may be gathered from a comparison of the Trade and Navigation Returns of that year with those of 1896.

In 1890, when eggs were free, our total exports aggregated $1,795,214, of which no less than $1,793,104 went to the United States. Last year our total exports to all countries were only valued at $807,086, of which but $97,309 worth were for the United States. Great Britain, however, increased her purchases from $820 worth in 1890 to $704,768 in 1896.

The duty on potatoes has been increased from 15c. to 25c. per bushel, or over 66 per cent. Our trade with the United States in this article fluctuates a great deal. Last year, for instance, it was only $15,309, but in 1895 it was valued at $238,977, in 1894 at $193,917, and back in 1890 at $308,915. Taking it all round, therefore, it will be seen that the United States market for this commodity is a valuable one, and particularly to the people in the Maritime Provinces.

Apples are another commodity for which we find a good market in the United States, although to some extent a fluctuating one. Our exports to that country during the past five years were as follows. 1892, $27,661; 1893, $447,249; 1894, $221,187; 1895, $134,702; 1896, $85,419. The new tariff bill now proposes to fix the duty at 25c. per bushel, instead of 20 per cent. as before. On dried apples, based on the present range of values, it is proposed to place a duty of over 100 per cent.

Canada is also interested in the duties on wool. Where they were nearly altogether free under the Wilson tariff, under the new one it is proposed to make them largely dutiable. Our exports to the United States last year were $811,528, and in 1895 they were $1,046,726.

There is no mistaking at whose head the new tariff is aimed, any more than there was at whose head David aimed with the sling and stone. But there the comparison ends. David's quarry was killed, but the wound

which the new tariff will give Canada will not prove fatal ; it will only stimulate.

Canadians are made of the same material which made up a Boston tea party and fought for liberty in 1776. Coaxed, they may be ; but coerced, they never will be.

Instead of dampening our national ardor the new tariff will strengthen it.

Instead of attracting us to the United States it will detract us from it.

Business men from whom THE CANADIAN GROCER has had an opportunity of obtaining an opinion are pleased rather than otherwise at the turn affairs have taken. The ultimate result, they declare, will be for good.

Closer trade relations with the British Empire are now beyond all peradventure Canada's goal. And our Government must lead us there.

Reciprocity with the United States is most desirable. And time spent in trying to secure it will be time wasted. Canada is not disposed to eat the leek.

"On to the Empire and Preferential Trade" is now Canada's motto.

CANADA HER OWN ARCHITECT.

A COUNTRY that is isolated from the commercial countries of the world will not amount to much as long as these conditions obtain. But there is at the same time such a thing as being too dependent upon the aid of outside countries in the work of developing a nation.

Canada is not wanting in this class of men, or of newspapers either, for that matter.

There is one class who see salvation in nothing but reciprocity with the United States. There is another who conceive that without preferential trade with the Motherland we are lost.

Both preferential trade and reciprocity are much to be desired things, and either one or the other would no doubt assist in the development of the Dominion. But an assistant is not the master hand.

Great Britain may plant and the United States may water, but it is Canadians alone that can give the increase.

If to-morrow all parties to the instrument were agreed and had the details worked out, preferential trade with Great Britain would be some years from its consummation.

Canada can give British or colonial goods preferential treatment, but Great Britain cannot accord Canada or any other of her possessions the same advantages. Her favored nation treaties with Belgium, Germany, and a dozen or more of other nations, great and small, preclude this.

These treaties can, it is true, be abrogated. But that takes time. Public opinion in the United Kingdom is gradually recognizing the ridiculousness of these treaties, but the sentiment has not yet reached the point where it is clamorous for their revocation.

Hence, before preferential trade with the Motherland is a possibility, public opinion must be further educated, and then, when that is done, the stipulated notice of one year must be given by the Imperial Government to the different nations concerned.

Then, as far as reciprocity with the United States is concerned, its attainment seems to be in the distant future. That country's exports to Canada are increasing materially. Compared with ten years ago they are nearly 32 per cent. larger.

While the business of the United States with us is increasing at that rate without a a reciprocity treaty it is natural it should not be over anxious for the establishment of such an instrument.

Perhaps with Canada enjoying preferential treatment with the British Empire, its unconcern may give place to concern.

With neither preferential trade nor reciprocity in immediate prospect it would be folly for us to sit down and possess our souls in peace until the one or the other is obtained.

Our duty is to put such energy into the development of our resources and foreign trade as if preferential trade or reciprocity had never even been conceived of.

Unless we possess the ability to develop our resources without the aid of commercial treaties one thing is certain : We can never do so with the aid of them. Nations, like individuals, must depend primarily upon their own efforts for success.

WANTS LEADERS IN GROCERIES.

W. J. Wilson, of Greenway, Man., writes as follows :

> Can you tell me where I can get a few leaders in dry goods and groceries, etc. I am trying to work up a cash business and want to give some extra values to induce my customers to pay cash.

Can any of our advertisers furnish Mr. Wilson with the desired information ?

FODDER CHEESE.

THIS paper has frequently directed attention to the inadvisability of making fodder cheese in the early spring.

Cheese made previous to May 1st is very likely to have a bad flavor, and even with the best of care cannot equal full grass cheese. In a word, it is apt to be tough and unpalatable. For this reason a large output of it has a tendency to choke the market.

In 1895 our factorymen had a dear-bought experience owing to a large make of these undesirable goods.

There are indications that, regardless of this lesson, they intend to go heavily into the manufacture of fodder goods again this season.

Correspondence which is given elsewhere makes it plain at any rate that large operators in Montreal expect as much, and that they are pursuing tactics on the other side with the idea of creating this impression in the minds of English consumers.

If they can do so, the early demand from England for new season's make will be checked to a certain extent, with a corresponding effect on prices.

This is exactly what the bear element desire, as it will enable them to scoop in a large lot of June cheese at a lower figure than they otherwise would had the demand not been interfered with by the fear of this fodder cheese.

It is for the factorymen to decide whether they will embark on this penny-wise and pound-foolish policy, and play into the hands of these gentlemen in Montreal. Their cheese has secured a high reputation in the English market only after great effort.

The marketing of the goods under discussion is greatly calculated to detract from this high standing. Briefly, many of the best informed and most conservative dealers in the trade believe that in the long run the factorymen would pocket a good deal more money in the aggregate if they did not manufacture a single box of fodder cheese, but waited until the cows had got to grass before commencing operations.

Mr. Grant's correspondence, which is given elsewhere, will be interesting in connection with this subject.

DEPARTMENT STORES VS. LABOR-SAVING MACHINERY.

A WRITER in a Chicago paper avers that the "opposition to department stores is of the same nature as the opposition to labor-saving inventions."

In exceptional cases it may be, but as a rule it is not.

Between the department store and labor-saving machinery there is analogy but at one point, and that is that just as production by machinery means cheaper production, so the expenses of a large concern are relatively less than those of a small one.

But in the great underlying business principle the department store is the very antipodes of the labor-saving machine.

It is true the labor-saving machine supplants hand labor and compels it to seek other sources of employment. But it does it by fair means and not by foul, and in the main its results are of immense benefit to mankind. No one can gainsay that, next to Christianity, steam and electrical machinery has been the world's greatest civilizer.

Labor-saving machinery has revolutionized the cost of production, and necessarily the cost to the consumer. But its cost of production was relatively as low as that formerly produced by hand labor.

The goods manufactured by the machine were not sold lower than those turned out by hand in order that the latter might be driven from the field. They were sold lower because the producer could afford to do so and yet reap a profit, and a profit often larger than was obtained when the article was made merely by hand.

There was no sacrificing of prices in order that a competitor might be swept away. It was straight business. It was fair business.

It is herein that lies the difference between the department store and the labor-saving machine.

The department store is not satisfied with waging a just warfare, with waging a warfare on business lines. Its methods, on the contrary, are just the opposite. In order to secure trade it does not hesitate to hit below the belt, and to do so regularly and persistently.

Instead of putting an article on the market at a fair price and endeavoring by fair and legitimate methods to bring it to the attention of the public, the rule is to cut prices so inordinately that it will prove an attractive bait to catch people upon.

There is nothing clever about that. Anyone can sell goods below cost. Legitimate business building demands ingenuity and enterprise, not faking.

It is obvious even to him who runs that there is very little analogy between the department store and the labor-saving machine or the opposition that is being engendered against the former.

Push and enterprise will produce capital, but capital was never known to produce push and enterprise. These qualities cannot be bought; they must be cultivated.

THE U.S. TARIFF BILL.

THE new tariff bill prepared by the Ways and Means Committee was submitted to the U. S. House of Representatives at Washington on Monday. Subjoined are the items of most interest to Canadians together with a comparison of the same under the present tariff.

	New Tariff Bill.	Present Tariff.
Timber for spars, wharves	1c. p. c.f.	free.
Sawed boards and other lumber of whitewood, sycamore, basswood, etc.	$1 per M. feet	free.
Sawed lumber, n. s. p.	$2 per M. feet	free.
Planed lumber, 50c. additional per M. feet for every side planed	50c. add'nl	free.
Tongued and grooved and planed one side	$1 add'nl	free.
Tongued and grooved both sides	$1.50	free.
Posts, poles and railway ties	20 p.c.	free.
Kindling wood, per b'dle	3-10c. p. ft.	free.
Cabinet woods	15 p. c.	free.
Clapboards	$1.50 p. M. ft.	free.
Wheel hubs	20 p. c.	free.
Laths	15c. p. M.	free.
Pickets	10 p. c.	free.
Shingles	30c. p. M.	free.
Packing boxes	30 p. c.	20 p. c.
Sugar, not above 16 D.S. and testing not above 75 degrees	1c. p.lb. and 3-1000c.ad'l p.deg. abv'e	40 p. c.
" above 16 D. S.	1.875c. p.lb.	½c. p. lb. and 40 p.c.
Molasses, above 56 deg.	6c. p. gal.	40 p. c.
Maple sugar and syrup	4c. p. lb.	
Lead ore	1c. p. lb.	¾c.
Lead, white and red	2½c. p. lb.	1½c. p. lb.
Iron ore	40c. p. ton	40c. p. ton.
Wood pulp, mechanically ground	1-12c. p. lb.	10 p. c.
Cattle	$6 to 30 p.c.	20 p.c.
Hogs	$1.50 each	20 p.c.
Horses and mules	$20 to 20 p.c.	20 p.c.
Sheep	$1.50	20 p.c.
Barley	30c. per bu.	30 p.c.
Buckwheat	15c. per bu.	20 p.c.
Corn	15c. "	20 p.c.
Oats	15c. "	20 p.c.
Rye	10c. "	20 p.c.
Rye flour	½c. per lb.	20 p.c.
Wheat	25c. per bu.	20 p.c.
Wheat flour	25 p.c.	20 p.c.
Butter	6c. per lb.	4c. per lb.
Cheese	6c. per lb.	4c. per lb.
Milk (fresh)	3c. gal.	free.
Beans	50c. per bu.	20 p.c.
Cabbages	3c. each.	30 p.c.
Eggs	5c. per doz.	3c. per doz.
Hay	$4 per ton.	$2 per ton.
Honey	20c. per gal.	10c. p. gal.
Onions	40c. per bu.	20c. p. bu.
Potatoes	25c. per bu.	15c. p. bu.
Fresh water fish and herring	½c. per lb.	½c. per lb.
Herring, pickled, dried or salted	1c. per lb.	½c. per lb.
Mackerel, salmon, etc., smoked, salted, etc.	1½c. per lb.	½c. per lb.
Apples	25c. per bu.	20 p.c.
Dried apples	3c. per lb.	20 p.c.
Beef, mutton, pork	2c. per lb.	20 p.c.
Poultry, live	3c. per lb.	2c. per lb.
" dressed	5c. per lb.	2c. per lb.
Coal, bituminous	75c. p. ton.	40c. p. ton.
Coke	20 p.c.	free.
Leather, tanned	10 p.c.	10 p.c.
" dressed and finished	30 p.c.	20 p.c.
Boots and shoes	20 p.c.	20 p.c.
Binding twine	free.	free.
Hides	free.	free.

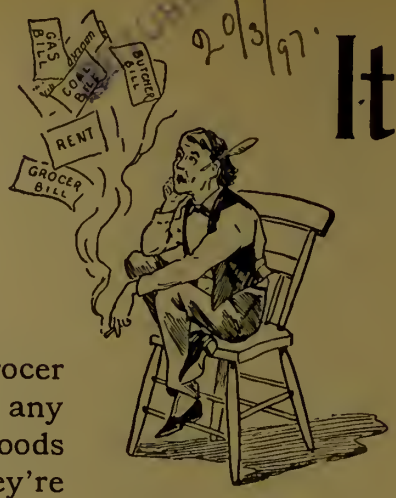
In the wool schedule wool such as has usually been imported from Canada is taxed 11c. per pound; Canada long wools, 12c. per pound; wools of the first class, imported washed, shall pay double duty; and wools of the first and second classes, imported scoured, treble duty; unwashed wools shall be considered such as shall have been shorn from the sheep without any cleansing; washed wools such as have been washed with water only on the sheep's back, or on the skin. Wool washed in any other manner shall be considered as scoured.

Produce of the forests of Maine, on the St. John and St. Croix rivers, owned by American citizens, and sawed or hewed in New Brunswick, is to be admitted free.

It is provided that in case a foreign country imposes an export tax on lumber, then an ad valorem duty of 25 per cent. shall be added to the regular duties on lumber from that country. Provision is also made for an additional duty equal to any export duty levied on fish.

The reciprocity scheme authorizes the President to lower duties on argols, silks, champagnes, brandies, still wines, mineral waters, paintings, statuary, sugar and molasses, in return for concessions to goods of the United States, and to place duties on coffee, tea and hides to secure concessions.

Much Worry



Has the Grocer who handles any sort of goods because they're cheap.

It Pays Better

to sell goods that can always be depended upon to give absolute satisfaction to your customers. We claim this for our

CROWN BRAND EXTRACTS

Try a sample lot, and if all we claim is not borne out, ask for your money back.

ROBERT GREIG & CO., MANUFACTURERS MONTREAL

NOW is the time

To place your Orders for Spring Shipments of

JAMS, MARMALADES,
PICKLES, SAUCES, VINEGARS,
FRESH AND KIPPERED HERRINGS,
FINDON HADDOCKS, Etc., Etc.

The name of **MACONOCHIE BROS., London,** is famous the world over for these goods.

ROBERT GREIG & CO., IMPORT AGENTS FOR PROVINCES OF ONTARIO AND QUEBEC, MONTREAL

FOR A

Good Thing

IN

...SAUCES

Try...

Lorimer's

PINTS
HALF PINTS

IT'S A GREAT SELLER.

ROBERT GREIG & CO. SOLE AGENTS FOR CANADA, MONTREAL

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, March 18, 1897.

GROCERIES.

THE street is still characterized by a great deal of quietness, but it is scarcely as pronounced as it was a week ago. Sugar is a little more active, with the tone of the market firm. In canned goods the feature is an awakened enquiry for peas, of which only a few packers have any to sell. The tea market remains firm, although the volume of business continues to diminish. A little more business is reported in syrups. A few transactions have taken place in green coffees, but in general there is not much activity in this line. In foreign dried or evaporated fruits there is not much that is of interest to note. Currants still retain the strong position they have occupied for some time. Valencia oranges are easier both in Liverpool and on spot. Cured meats show a further advance. Really choice roll butter is a little dearer this week on account of its scarcity. Payments are only moderate.

CANNED GOODS.

The feature of the market is an increased demand for canned peas. Both wholesalers and retailers appear to be anxious buyers. Few of the packers, however, have any to sell, and the tone of the market is strong. Buyers are anxious to pay prices which a short time ago they refused to entertain when offered. Tomatoes are firm and in fair request. Canned fish are only in moderate demand in spite of the Lenten season. We quote standard brands as follows: Tomatoes, 70 to 75c.; corn, 50 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50 to $1.55; cohoes, $1.15 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

There have been a few transactions in green coffees of various kinds, grinders being largely the purchasers. Stocks here are on the small side, if anything. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There are a few syrups selling, trade in this line being reported fair. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The demand for molasses appears to be a little better than it was a week ago. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Since our last the market has assumed a firmer tone, with business more active. Beet, for both this and next month's delivery, advanced ¼d. in London on Monday, while some grades of refined have advanced 1-16c. in New York. On the home market, although a firmer tone prevails, no change in quotations has taken place. Wholesalers quote granulated at 4 3-16 to 4¼c. for 5 barrels and over, and at 4¼ to 4 5-16c. for less than 5 barrels; 3½c. per lb. upwards for yellows; Demerara crystals, 4 to 4½c.

SPICES.

Mail advices from the primary markets note slight changes in ginger, some grades having advanced while others have declined. None of the changes are, however, material. Mace is slightly dearer. Pepper, both Penang and Singapore, is fractionally dearer. The same may be said of pimento. We quote: Pure Singapore black pepper, 10 to 12c.; pure white,

BUTTER TUBS

Best White Spruce

We are booking orders for Spring delivery, at special rates.

Write us

WALTER WOODS & CO.

HAMILTON

Brooms, Brushes, Paper, Twines

Grocers' Sundries

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal

For Price List.

Teas Come and Teas Go

BUT . . .

"SALADA"

CEYLON TEA

goes on increasing in popularity with the grocer, and with the consumer. Because it is the finest of all Teas, and it is guaranteed to give you better satisfaction than any other, or you can return it.

SALADA TEA CO.

25 Front St. East - - TORONTO
15 Niagara St. - - - BUFFALO
318 St. Paul St. - - - MONTREAL

"Washing Made Easy"

A whole book upon the subject could not tell half as much about it as a cake of **Surprise Soap** if used according to directions.

It is undoubtedly THE Soap of Canada, and holds the field in the face of all competition.

BRANCHES—
MONTREAL : Board of Trade Building.
TORONTO : Wright & Copp, 51 Colborne St.
WINNIPEG : E. W. Ashley.
VICTORIA : La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

18 to 25c. ; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c. ; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb. ; allspice, 14 to 18c.; cassia, quoting 2½ to 3½c. for choice to fancy stock.

NUTS.

Locally there is no feature to note. Advices from New York state that the first shipment of new Brazil nuts, large size, arrived there this week. We quote : Brazil nuts, 11 to 12½c. ; Valencia shelled almonds, 18 to 22c. ; Tarragona almonds, 9½ to 11c. ; peanuts, 10 to 12c. for roasted and 7 to 10c. for green ; cocoanuts, $4.50 to $5 per sack ; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots ; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

This week's mail advices quote tapioca slightly firmer in the primary markets. Business in goods under this heading is quiet on spot. We quote: Rice, Standard "B," 3¼ to 3½c. ; imported Japan, 5¼ to 5¾c. ; tapioca, 3¼ to 4½c. ; sago, 3½c.

TEAS.

A fair business is being done, but the volume continues to diminish, as is quite natural after the activity of the past few weeks. The chief movement is in China teas, both blacks and greens, in which kinds good values are being offered. The few Japans there are on the market are being firmly held, but little or no business is transpiring. Mail advices under date of March 5 say : "An advance has taken place in the market, specially noticeable in teas for price and medium descriptions. The better quality of the autumn crop has probably disappointed those who expected heavy supplies of common and medium teas, which are now found to be much wanted. The official telegram from Calcutta gives exports to U. K. to end of February as 131,000,000 lbs., against 121,000,000 lbs. to same date last season. It also states that this season's crop is 148,217,416 lbs." In regard to Ceylon tea the same advices say : "Last week's advance was generally maintained, especially in teas for price and in medium grades of whole leaf tea. Broken Pekoes, although showing some advance, sold irregularly and were not so keenly competed for as whole leaf grades. The official wire from Ceylon gives shipments for February as 6,500,000 lbs., against 8,000,000 lbs. last year, and estimates the quantity available for March as 8 to 8½ million lbs. Average for week rather over 8½d., against 8d. for same period last year. Ruling prices on the Toronto market to retailers are : Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades ; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades ; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades ; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Currants are in fair demand on retail account, but no transactions for shipment are reported, prices on spot being below the basis ruling in the primary market. We quote as follows: Provincials, 4⅜ to 4¼c. in bbls. ; fine Filiatras, in bbls., 4½ to 4¾c.; do , half-bbls., 4½ to 4¾c.; Patras, 5 to 5¼c. in bbls., 5⅛ to 5¼c. in half-bbls., and 5⅛ to 5½c. in cases; Vostizzas, cases, 6 to 8c.

Valencia raisins are quiet and unchanged. We quote : Off-stalk, 5 to 5¼c. ; fine off-stalk, 5¾ to 6c. ; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are neglected. We quote : 3-crown, 7½c.; 4-crown, 8 to 8½c.

Malaga raisins are still quiet. We quote: Dehesa clusters, $3 to $4 ; Non Plus Ultra, $5 to $5.50; Imperial bunches, $4.50 to $5 ; Imperial Russian clusters, $4.50 to $5.

Figs continue dull. Wholesale quota-

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. .. TORONTO.

WANTED

A First-Class Agency for

TEAS

Ceylons, Indians, China Blacks, Japans. From direct importers and shippers.

Write . . .

E. NICHOLSON

124 Princess Street, **Winnipeg,**

Successor to W. F. Henderson & Co.

Wholesale Commission erchants

ESTABLISHED 1882

J. F. ROGERS

16, 18 and 20 FRANCIS STREET **TORONTO**

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC

Kettle-rendered Lard of best quality

..Preservatives and Seasonings a specialty..

FRESH ARRIVALS

NEW VALENCIA ORANGES

. . . ALSO . . .

CALIFORNIA NAVELS

We want your trade.

CLEMES BROS., - Toronto

51 Front Street East.

tions are: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¾ to 4½c.; natural, 4½c. in bags, and 7c. in boxes.

Dates continue quiet. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

California prunes are in fair demand, but there is not much doing in Bosnia. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 11½ to 12½c.

California evaporated fruits are meeting with a fair demand. Apricots in first hands are becoming scarce and are being enquired for a little more vigorously in consequence. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

GEREN FRUIT.

Valencia oranges are 1s. 3d. lower in Liverpool and local wholesalers have reduced their figures 50c. per case on the large 420's. Merchantable sizes of California oranges are scarce So much so, in fact, as to interfere with business. Taking it all round, there is a good demand for oranges on the local market. There is a better feeling locally in regard to lemons and quotations are higher. The enquiry for bananas is good, and quotations are higher on account of the stock being larger. We quote: Oranges—Valencias, ordinary, 420's, $4 to $4.50 per case; large 420's, $6 to $6.50; 714's, $4 to $4.50 per case; marmalade oranges, $3.50. California navels, $3.50 to $4.25. California Tangerines, $3.50 per box. Lemons—Messinas, $2.50 to $2.75 per box for fancy, and $2.25 to $2.50 for choice; cocoanuts, $3.75 a sack and 60c. per doz.; apples, 75c. per bbl. for greenings and Baldwins, and $1.25 to $1.50 for Spies; onions, $1.50 per 80 lb. bag for Danvers; cranberries, Cape Cod, $5 to $7 per bbl. and $2.50 per case; Canadian cranberries, $4 to $5 per bbl.; bananas, $1.50 to $2.

BUTTER AND CHEESE.

BUTTER—Receipts of butter have been large during the week, but the quantity coming forward contains very little that is of choice quality. Really choice large rolls would sell readily at 14c. Medium and low grades are difficult to sell at any price.

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE. DERBY.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . . 140 Princess St. Market Square WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

"SHIPPERS ATTENTION"

Reference—Bradstreet's.

Our specialty is BUTTER, EGGS, FOWL for the next three months, and our facilities for its disposal are unexcelled. FOWL—Always dry pick, and NEVER DRAW. Anything you may have to sell in our line we will be pleased to handle on consignment, when your interests will be guarded.

Established 1892.

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST - TORONTO.

JAPAN JAVA

MOUNT ROYAL

RICE

MILLS BRAND

PATNA BURMAH

D. W. Ross Co., Agents.

G. F. & J. GALT PACKERS OF THE **BLUE RIBBON TEAS**

42 SCOTT ST. TORONTO. CELEBRATED

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

We know of one large line of fairly good medium changing hands at 9½c. per lb. The market is fairly well supplied with creamery butter, and the demand is good owing to the poor quality of the dairy article being so unsatisfactory. We quote: Dairy butter—Tubs, 12 to 13½c. for good to choice; low-grade to medium, 7 to 8c.; pails and crocks, 12 to 13½c.; large rolls, 12½ to 13½c. for good to choice, and 7 to 10c. for low-grade to medium; pound prints, 14 to 16. Creamery—Tubs, 19 to 20c.; 1-lb. blocks, 20 to 21c., according to make.

CHEESE—Several parcels of winter make are coming forward, but the quality is not very good. Being, however, sold at a reduced price the trade is taking hold of it at from 10 to 10½c., per lb. November make has changed hands at 10¼c., but the quality was not first-class. For choice September and October make 11½ to 12c. is the idea as to price.

COUNTRY PRODUCE.

BEANS—There is no improvement. Ordinary mixed lots are quoted by wholesalers at 40 to 50 per bushel, and choice hand-picked at 75c. to 80c.

DRIED APPLES—There is no demand for them. A nice lot was purchased from a farmer this week at 1c. per lb. The buyer did not want the fruit, but the seller could find no other customer and accepted the figure named. Choice are quoted by wholesalers at 2 to 2½c., and fancy at 2½ to 3c.

EVAPORATED APPLES — Dull. Wholesale quotations are: Quarters, 2¾c.; sliced, 3c.; best brands, 4c.

EGGS—The lower prices have increased the consumption, but, as receipts have also increased, it is difficult to keep the market cleaned up. New laid eggs are quoted at 11 to 11½c.

POULTRY—Very little coming forward, and prices are steady. As high as 10½c. was paid in at least one instance for a case lot of turkeys. We quote: Chickens, 30 to 60c. per pair; turkeys, 9½ to 10½c. for bright stock; geese, 7 to 8c.; ducks, 60 to 70c.

POTATOES—Still dull, at 20c. in carload lots on track and small lots out of store at 28c. per bag.

MAPLE SYRUP—In moderate demand, at 70 to 80c. per gallon.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are moderate and prices a little better than a week ago. We quote: Wheat, 76 to 77c. for white and 74 to 75c. for red, and 62½ to 63c. for goose; oats, 21 to 22½c.; peas, 40 to 41c.

FLOUR—Trade is quiet and prices steady and unchanged. We quote in carloads on track, Toronto: Manitoba patents, $5; Manitoba strong bakers', $4.50; Ontario patents, $4.30 to $4.50; straight roller, $3.85 to $4, Toronto freights.

BREAKFAST FOODS — Trade is only moderate. We quote: Standard oatmeal and rolled oats, $2.80 in bags and $2.90 in bbls.; rolled wheat, $2.50 to $2.60 in 100-lb. bbls.; cornmeal, $2.25; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH AND OYSTERS.

The fish trade is still only moderate. We quote: Manitoba white fish, 5½ to 6c.; ditto in kegs, $4.50; frozen trout, 5c.; ditto in kegs, $4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.75 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; haddock, 4½c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, $1 per 100; fresh water herring (heads off), $2.50 per keg; smelts, 6 to 9c. Oysters are quoted at $1.20 for standards, and $1.50 for selects.

PROVISIONS AND DRESSED HOGS.

The provision market is still advancing, particularly in long clear, barrel pork and hams. The demand is exceedingly active for long clear and barrel pork. Very few dressed hogs are coming forward in carload lots. Street deliveries have, however, been fairly free. Light weights are quoted at $6 to $6.25 and heavy weights at 5 to 5¼c.

DRY SALTED MEATS—Long clear bacon, 6¼c. for carload lots, and 6½c. for small lots; backs, 7½ to 8c.

SMOKED MEATS—Breakfast bacon, 11c.; rolls, 7½ to 8c.; hams, large, 22 lbs. and over, 10 to 10½c.; medium, 15 to 20 lbs., 10c.; small hams, 11 to 11½c.; backs, 10 to 11c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6¼c.; tubs, 6½c.; pails, 6¾c.

BARREL PORK—Canadian heavy mess, $12.50; Canadian short-cut, $12.50 to $13; clear shoulder mess, $10.

SALT.

Business is moderate. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

SEEDS.

Markets show more life with approaching spring demand, and in sympathy with other leading centres red clover is somewhat firmer. Timothy is also firm, but no material change has taken place in prices. Alsike, however, shows no improvement. Present prices to growers at outside points in red clover range from $4.50 to $5; timothy, $1 25 to $2.50, and alsike $2.50 to $4 per bushel. Wholesale jobbing prices, after freights and recleaning added, are somewhat over these figures.

PETROLEUM.

Business is much as before. We quote

WE ARE *PAYING CASH* **FOR** **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. Toronto

A Cash and Credit Register

BEYOND COMPETITION

Created in Canada.
Constructed in Canada.
Patented in all parts of the world.
Does more work and does it better than any Register ever before offered for sale.
Mechanically accurate. Handsomely made.
Registers and adds up all cash sales.

Registers and keeps a separate account of all credit sales, money received on account, money paid out.

Issues a check printed on both sides; your name and amount on one side and your advertisement on the other.

Write us a postcard, and we will send you our illustrated pamphlet.

The Capital Cash Register Co. Ltd.

OTTAWA, CAN.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a ***good thing ?*** Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

Of Unsurpassed Purity and Strength

Is what you can safely guarantee every gallon of

...WHITE WINE VINEGAR

You sell to be, if you get your supply from

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

Butterfly

...JAPAN TEA

Only a limited quantity left in 10 and 20-lb. CADDIES.

WARREN BROS. & CO.
85 and 87 Front St. East, Toronto.

FISH! FISH!

No. 1 Labrador Herrings, in Barrels and Half-Barrels.
No. 1 Split Herrings, in Barrels and Half-Barrels.
Pure Codfish and Scaled Herrings.

Prices right. Quality Guaranteed.

JOHN SLOAN & CO.
Wholesale Grocers
TORONTO

A Certainty

is better than an uncertainty at any time. Don't experiment on your customers any more than you have to.

Excelsior Coffee

has always been a favorite, and it is a profitable article in constant demand. Why should it be necessary to have your good trade experimented on with new brands having no reputation ?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

September Cheese

...SHARP

Very choice quality.
A small shipment just to hand.

PERKINS, INCE & CO.
TORONTO.

in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Continue firm, with cured quoted at 7¾ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1 and 5 to 6c. for No. 2. Sheep and lambskins, $1.10 to $1.20.

WOOL— The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

There is an active demand for peas.

Sugar is firmer on the outside markets.

Prices are higher on some lines of cured meats.

Cream of tartar is 1s. 6d. cheaper in the primary market.

C. M. Bernard has opened an agency at 28 Front street east, Toronto, for Bernard & Co., of Japan. Mr. Bernard has only recently returned from the latter country.

Mail advices from Liverpool to February 25 state that the arrivals of Valencia raisins from the beginning of the season to date amounted to 3,551 tons as compared with 5,989 packages for the same period last year.

A private letter from Patras, Greece, received to-day states that there remained on February 23 about 14,000 tons of currants, which quantity is said to be sufficient to supply usual requirements for only two months. The fine grades of currants are reported to be exhausted in the primary market.

QUEBEC MARKETS.

MONTREAL, March 18, 1897.

GROCERIES.

THE week has been a quiet and uneventful one on the whole, and what movement there is in progress at the moment is strictly confined to actual wants. Buyers will not stock up ahead, and show little disposition to anticipate the decline in railway rates by placing orders for future shipment, such as they usually do at this season. Sugar is firm outside, but there is no change locally, and demand is not particularly brisk. Syrups are quiet, and uncertainty regarding the tariff is interfering with import orders for molasses, which rules easy at the Islands, though unchanged locally. Coffee and tea continue as last noted, while dried fruit and canned goods are steady. Fish, pickled, fresh and prepared, are demoralized by excessive receipts, and there have been declines all along the line.

SUGAR.

There has been no radical change in the local sugar market. Enquiry has been somewhat better during the past ten days or so, but it is only for small lots, and not for any length of time ahead, so that the aggregate volume of trade is light. Advices from the outside continue firm in tone and with the strength maintained as it is, surprise is expressed that local refiners show no disposition to act in sympathy. This they have not done so far, no actual change being noted in refiners' prices, which continue at 4 to 4¼c. for granulated and 3 3-16 to 3⅞c. for yellows as to grade. In a jobbing way we quote: Granulated 4⅛ to 4⅜c., and yellows 3⅜ to 3⅞c.

SYRUPS.

There is no change in syrups, sales being slow and prices steady at 1⅜ to 1⅞c. per lb., as to quality, at the factory.

MOLASSES.

The molasses market continues much as it was a week ago. Stocks on spot are not excessive, especially of Barbadoes, and holders of it are sellers in a jobbing way only at 30 to 31c., but round lots can be had for less money. Advices from primary markets continue of a bearish character, with reports of large supplies of new crop, but it is not safe to base too great reliance on these early statements. Cables quote the price down to 8c., which means that cargo lots would cost about 23c. laid down in Montreal direct. Up to the present, however, no important contracts are spoken of at this basis owing to the fact that buyers are checked by the tariff uncertainty.

RICE.

Demand for rice continues slow and the market is quiet with no change in prices to note. We quote: Crystal Japan, $5 to $5.25; standard B., $3.50; Patna, $4.50 to $5.25; Carolina, $6.75 to $7.75; choice Bermuda, $4, and Java kinds, $4.25.

SPICES.

The firm feeling in staple lines of spices is maintained, but demand is only of a jobbing kind. We quote: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

There has been no improvement in coffee, which continues quiet. Demand is confined to small lots on account of actual wants, in which connection some Maracaibo at 17c. and Santos at 18c. changed hands. We quote: Maracaibo, 17½ to 19c.; Santos, 15 to 18c.; Rio, 15 to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

Teas have ruled rather quiet during the

The Big Demand
— FOR —
GOLDEN HADDIES
is very encouraging, and proves that
QUALITY TELLS
Don't make a mistake
but order Golden Haddies
In full pound cans. Every one guaranteed.
NORTHRUP & CO.
Packers' Agents, ST. JOHN, N.B.

LEONARD BROS.'
Montreal House
Are offering their usual large variety of
Fresh Frozen Fish
FRESH AND SALT WATER
Ask for Quotation
24 and 26 Foundling Street
MONTREAL

MARSHALL'S
Saratoga Potato
CHIPS.
Grocers sell them.
Manufactured by . .
JOHN E. MARSHALL
118 Commercial St.,
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D. H. RENNOLDSON,
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TRADE
BEARDSLEY'S SHREDDED CODFISH
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Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

SELLING AGENTS: J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg; J. Hunter White, St. John, N.B.; H. F. Baker, Halifax, N. S.; W. H. C. BURNETT, General Western Manager. 509 Masonic Temple, Chicago, Ill.

J. W. BEARDSLEY'S SONS, New York, U.S.A.

The World's Best

must be good, safe and profitable enough for every Grocer to handle.

COTTAMS BIRD SEED

occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. s so popular from one end of the Dominion to the ther. All wholesalers

APPLES
FOR EXPORT.

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

DAWSON & CO.
32 WEST MARKET STREET
Correspondence Solicited. TORONTO.

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL . . **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

CHEESE.

The English markets have been advancing for some days and Cheese will be higher. We have:

CHOICE FALL MADE
LARGE SIZE CHEESE
TWIN CHEESE
STILTON CHEESE
"STAR" CREAM CHEESE
"PEPSIN" CREAM CHEESE
"MEADOW SWEET" CHEESE

Write for quotations.

F. W. Fearman
HAMILTON
HAMS, BACON, LARD.

past week. Stocks in first hands are extremely light, and for this reason prices are firmly held. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

Valencia raisins continue featureless, stocks in jobbers' hands being light and prices firm. We quote: Ordinary off-stalk, 5¼ to 5½c. fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

California raisins rule firm also for the same reason, and in addition it would cost more to lay down fresh supplies from the Coast. We quote: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Currants continue steady and unchanged. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes continue steady. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

Figs are rather firmer in tone at 8 to 12c. per pound, as to quality.

Dates range from 5 to 6c., as to quality, under a small jobbing enquiry.

Evaporated fruits are as last reported. We quote: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

CANNED GOODS.

The stocks of canned tomatoes are exceedingly light in this market, and prices are very firm in consequence, and the same remark applies in a less extent to other vegetables, notably peas. We quote: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $2.75 to $3 for 3's, $1.75 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; black-

Why not sell your customers the best?
One trial will convince you that
BROCK'S BIRD SEED
is the cleanest, best and most nutritious seed in the market. All wholesalers.
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

BUTTER

Good demand for choice Roll Butter. If you have any on hand, let us hear from you. . .

The WM. RYAN CO. Ltd.
70 & 72 Front St., East
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S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

YOU will ensure prompt returns by sending your produce to us. .. Our experience of a QUARTER OF A CENTURY ought to help you to secure best results.

D. GUNN, BROS. & CO.
Commission Merchants
76-80 Front Street East, TORONTO

FRESH ARRIVALS

FANCY { CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.

HUGH WALKER & SON
GUELPH, ONT.

berries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $10 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

The fish market has not maintained the steady feeling noted last week owing to increased receipts which have created stocks that are in excess of the demand. In pickled fish, salmon continues steady at the recent decline. No. 1 choice pickled herrings are easier at $3.75 to $4, and No. 1 ordinary have declined 50c. per barrel with sales at $2.75 to $3. In green cod a further decline of 10 to 15c. is noted, sales being made at $4.25 to $4.40 for No. 1, while other grades are about steady. No. 1 green haddock are offering at $2.25 to $2.75, and B.C. salmon, in half-barrels, at $5.75 to $6. No. 2 mackerel are also easier at $10 to $11.

With the single exception of fresh herrings, the supply of all kinds of fresh fish is excessive, and it looks at present as if some of the fish would have to be disposed of at the Health Department dump before it finds a buyer. Prices are generally lower than they were a week ago, Manitoba whitefish having declined ½c., haddock and cod ¼c. and smelts ½c. per pound, and fresh herrings 10 to 25c. per 100, and tommycods 25. per bbl. We quote: Haddock and cod, 2¾ to 3c.; smelts, 2 to 3c.; salmon, 12c., and Manitoba whitefish, 3½ to 4c. per lb.; fresh herrings, 90 to $1 per 100, and tommy cods, 50 to 75c. per barrel.

Stocks of smoked fish are ample, with only a limited demand, prices generally being steady. We quote: Haddies, 6 to 7c. per pound; Yarmouth and Bay bloaters, 85c. to $1; kippered herrings, 90c. to $1, and smoked do., 10 to 12c. per box.

GREEN FRUIT.

There has been a fair week's business in green fruit. Lemons have continued active and steady, but stocks are ample. Valencia oranges are slightly higher, but other descriptions are unchanged. Increased receipts of bananas have led to a decline, while cranberries are still a regular glut on the market. We quote: California oranges, $2.70 to $4.50 per box; Valencia oranges, $3.50 to $4 per box; lemons, $1.75 to $3 per box, and $7 to $9 per chest; cranberries, $1 to $4 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, $7.50 to $8; bananas, $1.75 to $2.25; pineapples, 20 to 35c. each.

APPLES.

Decreasing stocks of good merchantable have stiffened values on apples since last report, and prices are 25c. higher than they were, at $1.50 to $2.25 per bbl. Practically no No. 2 fruit are to be had on the market now unless mere rubbish can be classed as this grade.

DRIED APPLES.

Dried and evaporated apples continue dull and unimproved. We quote: Dried, 3 to 3¼c., and evaporated, 4c.

COUNTRY PRODUCE.

EGGS—There have been further declines in eggs since last report. The demand for small lots of new laid was fair, and sales were made at 11¾ to 12c., while round lots were offered at 11 to 11½c. There was little enquiry for Montreal limed, and prices are nominally quoted at 9 to 9½c.; and western held fresh at 7½ to 8c. per dozen.

BEANS—The demand for beans was slow, and prices are unchanged at 60 to 65c. in car lots, and at 70 to 80c. in a jobbing way.

POTATOES—Business in potatoes was slow at 35 to 40c. per bag in car lots, and at 40 to 50c. in a jobbing way.

HOPS—Market quiet at 8 to 12c., according to grade.

PROVISIONS.

Trade in smoked meats continues fairly satisfactory for the season of the year, and values are maintained. The demand for pork does not improve any, sales being chiefly in small lots to fill actual wants. We quote: Canadian pork, $11.50 to $12.50 per bbl.; pure Canadian lard, in pails, at 5½ to 6c., and compound refined at 4½c. per lb.; hams, 9½ to 11½c., and bacon, 9 to 10c. per lb.

FLOUR, MEAL AND FEED.

The flour market has exhibited little change, except that values rule unsettled, and are rather lower than they were a week ago. We quote: Winter wheat patents, $4.30 to $4.50; straight rollers, $3.90 to $4.10; and in bags, $1.90 to $1.95. Manitoba spring wheat patents, $4.60 to $4.80; and strong bakers', $4.25 to $4.50.

Business in feed was moderately active under a fair demand, and sales of Manitoba bran were made at $12, and shorts at $13 per ton, including bags.

The demand for oatmeal continues slow at $2.80 to $2.90 per barrel, and at $1.40 to $1.45 per bag for rolled oats.

In hay there is no change, and business was quiet at $8.50 to $9 for No. 1, and $7.50 to $8 for No. 2 per ton in car lots on track.

CHEESE AND BUTTER.

The cheese market continues quiet and purely nominal. The cable was unchanged, to-day, and mail advices to hand indicate no change in the situation across the water.

Butter remains quiet but steady under a moderate jobbing demand. Stocks are not excessive, and good creamery sold to-day at 19c. Roll dairy brought 13c., the quantity of it offering being light.

The exports of dairy produce last week were 1,218 cheese to Liverpool and 103 butter.

MONTREAL NOTES.

Receipts of dressed hogs have fallen off to practically nothing this week.

Traders express surprise that the sugar refiners do not advance prices in sympathy with the strength outside.

Arrivals of bananas have been so heavy during the past eight days that prices have declined 25 to 50c. per bunch.

Cables from the islands quote the first cost of Barbadoes molasses 8c. This is a decline of 3c. on the opening figure.

It looks now as if a good quantity of the stock of fresh fish here will not find a buyer, but have to go to the Health Department dump. Receipts have been altogether too excessive for the demand.

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

Headquarters for
Stencil Brands
CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS
HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

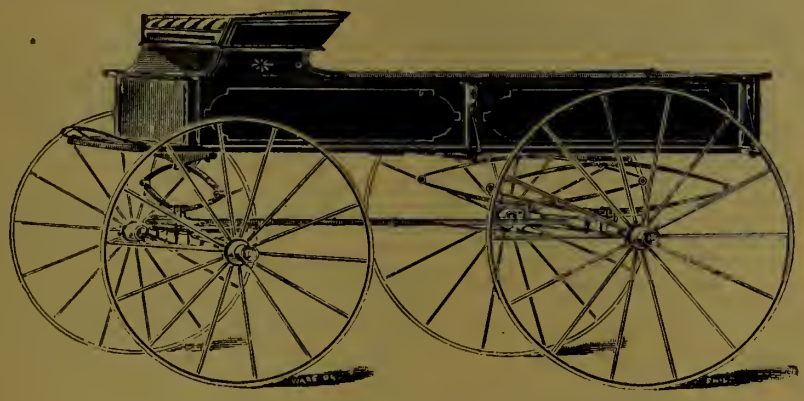
Smoked Hams
Smoked Rolls
Pure Lard
UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED
PARK, BLACKWELL & CO., Ltd.
Wholesale Pork Packers
TORONTO

DON'T BUY A refrigerator until you have seen the
EUREKA
It is built on scientific principles, and of best materials.
A catalogue will give you all details.
ADDRESS:
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.

Success in Business is Attained by Embracing Opportunities

HERE IS YOUR OPPORTUNITY

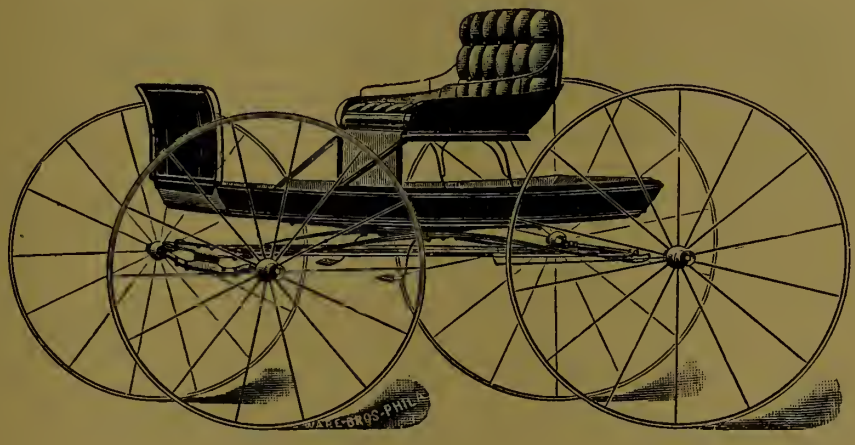
Have you a Delivery Wagon?



Don't You Want One?

These wagons are built by Wm. Gray & Sons, of Chatham. Each vehicle bears their name-plate and guarantee for one year.

Or do You Prefer This?



For General Business Purpose?

We have purchased a large number of these vehicles at a price enabling us to give merchants the benefit. We sell either of the above with a bill of our **Coffee, Baking Powder and Pure Ground Spices.**

We fully appreciate that spices with premiums offered by many manufacturers are, as a rule, cheap trash full of injurious adulteration and unfit to buy or sell. Every package of spice we ship **we guarantee absolutely pure** and ground from the best whole goods.

WRITE US FOR PARTICULARS.

The TORONTO COFFEE & SPICE CO. Ltd. Toronto

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

HALIFAX TRADE GOSSIP.

ONE thing Halifax need not be afraid of for the next two years is a tea famine. Most of the wholesale houses have enough to last them during that time under ordinary circumstances. Indeed, it is asserted that some houses have supplies enough to last for the next four years. It is estimated that there is enough tea in Halifax to-day to supply the whole province for the next eighteen months. This all comes from an anxiety to get ahead of the tariff changes. A prominent tea importer, in conversation with THE GROCER, said that the Government was about to lock the door after the horse had been stolen. To put a duty on tea would likely raise the price to the consumer and thereby prove an unpopular political move, while the Government would derive no additional revenue, at least for the next two years.

The Lenten demand for large fat mackerel is good. Stocks in first hands are small. Irish continue to bear the market on smaller-sized fish.

Codfish continue dull and export orders are small, due in part to the enormous quantities Newfoundland is unloading in all the importing islands. This will continue for at least a month yet. Stocks here are not large, and as the winter fishery in Newfoundland is a partial failure, not one-third of the usual quantity being taken, this will mean a better trade in the spring for our fish carried over.

Herring and grocery cod enjoy good demand.

The market is well supplied with oranges. Valencias are of excellent quality and remarkably low in price for this season, being quoted at $3.25 to $3.50 per box. Denias of excellent flavor, large cases and large fruit, are quoted at $4 to $4.50 per box. California navels are worth $4.25 to $5.

Lemons are exceptionally low, fancy stock being quoted at $2.50 to $3.

Bananas, fancy Goldenvale, are quoted at $2 to $2.25.

Florida tomatoes, the first of the season, are selling at $4 a crate.

Eggs are on the down grade and are selling from 12 to 14c. by the case. They will go lower.

The cheese market is firm. Stocks are small and are principally held by one firm, Smith & Proctor. The quotation is 12c.

Fresh creamery butter is coming in. Tubs are worth 20 to 21c.; prints, 21 to 22c. It is getting late for Canadian rolls, which sell at 13 to 14c. New dairy has not made an appearance. Old is very draggy and sells from 12c. up.

The extensive firm of A. Gunn & Co., millers and feed merchants, has ceased to exist, the business having been swallowed up by the Bent, Brighty & Page Co. Mr. Gunn came from Manitoba in 1875 and has made considerable money. He goes to Southern California to reside. In conversation with THE GROCER, Mr. Gunn said that on his way to Nova Scotia he purchased in Minnesota several hundred barrels of flour, which was the first direct shipment of flour from Minnesota ever made to Nova Scotia. On that transaction he lost $800. He said the quality of the flour was unknown here then and there was a drop in the market. In 1876 he made another large purchase of Minnesota flour and cleared $1,200. Afterwards he purchased the property at Richmond and put in elevators, etc., which have a capacity of 600 bbls. cornmeal, 100 bbls. oatmeal and 40 tons of feed every 24 hours, beside storage capacity for 100,000 bushels grain and 20,000 bbls. His overturn of cornmeal in one year averaged 50,000 bbls. He handled from 10,000 to 30,000 bbls. of flour and about 9,000 tons of hay per year. Mr. Gunn said that when he came here in 1875, 40 to 50 per cent. of the flour used was United States flour, and now 99 per cent. is Canadian. He says there has been a great improvement in the quality of Canadian flour, an improvement of 50 per cent. during his experience and a decrease in

MacLAREN'S IMPERIAL CHEESE

The World's Standard for Purity and Excellence. . . . . .

. . Always Ready . .

. . Always Good . .

This, like all other good things, has imitators,

Always Cheaper

If your wholesale grocer cannot supply you, drop us a card.

A. F. MacLAREN & CO. - TORONTO.

Heinz's Pickles.

Heinz's Keystone Dressing is a racy relish for meats of all kinds, salads, etc. In it vegetable oils are accurately blended with acids, making it a valuable assistant to digestion. It imparts a pleasant, piquant taste, and never becomes rancid. Some use it as a substitute for the ordinary prepared mustard.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. TRADE KEYSTONE PICKLING & PRESERVING WORKS MARK PITTSBURG, U.S.A.

price. He has seen good Ontario flour sell as low as $2.65, and has paid for the same class of flour as high as $7. In his opinion the trade of Nova Scotia will depend upon the west for its flour.

The new firm of Bent, Brighty & Page, which has taken over A. Gunn & Co.'s flour and feed business, is composed of John Brighty, an Englishman, who came here about a year ago; B. R. Bent, of Amherst; E. Sullivan, formerly with A. Gunn & Co.; Evan Thompson, Elmsdale, and H. J. Logan, M.P., Amherst. Besides the flour and feed business the new firm will go into the exporting of hay and manufacture of fertilizers.

DELIVERY WAGON FOR GROCERS.

The Toronto Coffee & Spice Mills have inaugurated a scheme whereby grocers can, without much trouble, secure a delivery wagon made by the firm of Gray & Sons, of Chatham. The wagon and a certain quantity of spices can be purchased at a lower price than could the wagon alone if obtained from the manufacturer, and the reason is that the Toronto Coffee & Spice Mills, by purchasing a large number, have bought at a lower price than would otherwise have been possible. The trade can obtain further information by referring to the firm's advertisement on page 27.

TRADE WITH SOUTH AFRICA.

A MEMBER of the Montreal Board of Trade communicated the following extract from a private letter which he had received from a friend in South Africa:

"I am daily impressed with the possibilities of a good trade being done with Canada in many lines of goods that are now coming from the United States in large quantities, but the Canadian Government should appoint a commissioner or something of the kind and open up a sort of permanent exhibition or sample room. For instance, there are thousands of tons of American flour and corn coming here, and I do not see why Canadian millers could not compete equally as well for the trade. Then, again, there is furniture, boots and shoes, cheese, butter, hams, bacon, agricultural implements and scores of other things. I hope you will talk up the matter when you have an opportunity with those that an export trade would benefit. A good winter apple should arrive here in good condition and will sell well; a miserable thing here sells four for a shilling. Some apples were sent from Tasmania a short time ago and arrived in good condition."

Surely Canadian merchants are as enterprising as their cousins south of the line. It may be quite proper for the Government to appoint a commissioner and open a sample room for Canadian goods, but this in itself will not bring trade to Canada unless the Canadian merchant supplements it by energetic efforts of his own.

If United States flour, corn, furniture, boots and shoes, cheese, butter, hams, bacon and apples go to South Africa, there is no reason Canadian products should not do the same. There is certainly a first-class opportunity for our millers, and exporters of cheese, butter, provisions and apples.

It is quite possible that a lot of these Canadian products do go to South Africa, but they do not go direct, but via Great Britain. This is not right. The more direct the relations between the point of consumption and the point of production, the more profit and economy there is for all parties concerned.

PERSONAL MENTION.

Mr. J. S. Dickie, of Dickie & Co., Pickering, was in Toronto this week.

Mr. H. T. Wilson, of J. L. Watt & Scott, has been elected president of the Wanderers' Bicycle Club, Toronto. Mr. Wilson is evidently as popular with bicyclists as he is with the trade.

Mr. H. P. Merrick, of Mitchell's Square, spent Friday in Toronto last week. He stated that the farmers in his part of the country have more live stock than usual, and a fair spring trade is anticipated.

Mr. John Scott, of Woodstock, was in Toronto a few days ago. Mr. Scott reports business improving in Woodstock, most of the factories which had been closed down during the winter now starting up again.

The firm of J. Milne & Son, general merchants, Stirling, have made an assignment to P. Parker. The liabilities are placed at $6,000, with nominal assets at $9,500.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

SEVILLE orange marmalade is having a large sale already this season. This article is sold exclusively by W. H. Gillard & Co., and put up for them under the supervision of an experienced man.

H. P. Eckardt & Co. are selling Trenor's and Morand's layer Valencias.

The Davidson & Hay, Ltd., have in stock a full range of California prunes.

H. P. Eckardt & Co. are selling North Shore cranberries at $2 per bbl.

The Davidson & Hay, Ltd., offer mats and tapnets figs at close figures to clear.

Lorimer's Worcester sauce is always in stock with Robert Greig & Co.

The Davidson & Hay, Ltd., offer pure jams in pails, tins and glass at close prices.

D. Gunn, Bros. & Co. report an active demand for all lines of butter, both for local use and for shipment.

John Sloan & Co. are in receipt of shipments of choice Ceylon and Indian teas. They also have in stock a shipment of Kangera Valley, Assam, tea, which is of exceptionally fine value.

Robert Greig & Co. are booking large orders for John Mackay & Co's "Kolacafe" and essence of coffee and chicory.

W. H. Gillard & Co. are offering bargains in Young Hyson teas. They have an exceptionally good line to retail at 50c.

Robert Greig & Co. have just received a shipment of cherries in maraschino from Dandicolle & Gaudin, Ltd., Bordeaux.

John Sloan & Co. have in stock a new line of pork and baked beans in 3-lb. tall tins. They can be retailed at 10c. per tin.

A full range of sardines, also anchovies, in salt and oil, is in stock with Robert Greig & Co. A supply of the celebrated "Bordin" olives, in kegs, is also to hand.

"Our L., S. & B. No. 1 blend coffee," say Lucas, Steele & Bristol, " is put up in 50 and 25-lb. air-tight cans, whole or ground. We have it in 2-lb. cans at 1c. a pound more."

The ½-lb. can of "Circle" tea, which has just been put on the market, is attractive and, as in the pound packet, directions for opening are placed on the top. Attractive "Circle" tea books are being distributed (on application) to all buyers of the tea.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

LUCAS, STEELE & BRISTOL have some more of that choice hard-cured codfish in quintals; prices reasonable.

"We are," state Lucas, Steele & Bristol, "still giving old values in teas, notwithstanding recent advances. Those who wish to duplicate orders should do so at once—there is sure to be a rush at the end of the month."

"Our sales of 'Kurma' tea last week were unusually heavy, particularly in the city, where we had one order alone for over a quarter of a ton. All orders are being filled promptly," report The Davidson & Hay, Ltd.

The value of grease imported into the United States in 1892, the fiscal year ending June 30, was $271,421; in 1893, $419,625; in 1894, $256,287; in 1895, $1,331,908; in 1896, $1,232,001; annual average 1892-1896, $702,248. Of these importations Belgium furnished 2.1 per cent.; France, 21.2; Germany, 19.6; Italy, 16.3; United Kingdom, 32.2; Canada, 4.1; Newfoundland and Labrador, 2.3; other countries, 2.2.

DUST —AND— SIFTINGS

NOW IS YOUR TIME

450 Half-Chests Dust and Siftings

Do not delay, they are going fast.

left to offer at old prices.

L. CHAPUT, FILS & CIE., Montreal

To Retail or Wholesale and Retail Grocers

AS AGENTS FOR
THE TEA EXPORTING FIRM OF

Smith, Baker & Co., Japan

We have felt justified in urging you to ask the firm of Tea Merchants or Wholesale Grocers from whom you purchase your supplies, for Teas fired, prepared and shipped by Smith, Baker & Co., because whilst "there are other pebbles on the beach" there are not any other Teas shipped from Japan which will give you, and your customers, the same satisfaction. During the season 1896 we had forward a few thousand packages, and the Teas wherever used gave entire satisfaction. In the advertisement of one eminent western wholesale firm we find in the 19th February edition of this paper the following copy of post-card received from one of their customers :—

Messrs. Davidson & Hay, Ltd. *February, 3, 1897.*

Dear Sirs,—Your Tea "Black Swan" I drew with 18 other samples, and you get the order for the above-named Tea—15 half-chests.

Respectfully yours, ...

The Tea "BLACK SWAN" was fired, prepared and shipped by Smith, Baker & Co., and the result would have been the same had the competing samples been seventeen hundred instead of seventeen. Kindly make known to your Wholesale Grocer that these are the Teas you want in 1897.

LIGHTBOUND, RALSTON & CO.

IMPORTERS and COMMISSION MERCHANTS

Montreal: 13 ST. JOHN ST.

Toronto: FRONT ST.

London: DUNDAS ST.

.... AGENTS FOR ....

SMITH, BAKER & CO., JAPAN.

MAN'S KINDERGARTEN.

THE universe is one great kindergarten for man. Everything that exists has brought with it its own peculiar lesson. The mountain teaches stability and grandeur ; the ocean, immensity and change. Forests, lakes and rivers, clouds and winds, stars and flowers, stupendous glaciers and crystal snowflakes—every form of animate or inanimate existence leaves its impress upon the soul of man. Even the bee and the ant have brought their little lessons of industry and economy.

A man who heard Lincoln speak in Norwich, Conn., some time before he was nominated for the Presidency, was greatly impressed by the closely-knit logic of the speech. Meeting him next day on a train, he asked him how he acquired his wonderful logical powers and such acuteness in analysis. Lincoln replied : "It was my terrible discouragement which did that for me. When I was a young man I went into an office to study law. I saw that a lawyer's business is largely to prove things. I said to myself 'Lincoln, when is a thing proved?' That was a poser. What constitutes proof? Not evidence ; that was not the point. There may be evidence enough, but wherein consists the proof? You remember the old story of the German who was tried for some crime, and they brought half a dozen respectable men who swore they saw the prisoner commit the deed. 'Vel,' he replied, 'vat of dat? Six men schwears dat dey saw me do it. I prings more nor two tozen goot men who schwears dey did not see me do it.' So, wherein is the proof? I groaned over the question, and finally said to myself, 'Ah! Lincoln, you can't tell.' Then I thought, 'What use is it for me to be in a law office if I can't tell when a thing is proved? So I gave it up, and went back home, over in Kentucky. Soon after I returned to the old log cabin I fell in with a copy of Euclid. I had not the slightest notion what Euclid was, and I thought I would find out. I found out ; but it was no easy job. I looked into the book and found it was all about lines, angles, surfaces and solids ; but I could not understand it at all. I therefore began at the beginning, and before spring I had gone through that old Euclid's geometry, and could demonstrate every proposition like a book. Then in the spring, when I had got through with it, I said to myself one day, 'Ah, do you know now when a thing is proved?' And I answered, 'Yes, sir, I do.' 'Then you may go back to the law shop.' And I went."

No individual can develop into the largest manhood or womanhood alone. Society is to the individual what the sun and showers are to the seed. It develops him, expands him, unfolds him, calls him out of himself. Other men are his opportunity. Each one is a match which ignites some new tinder in him unignitable by any previous match. Without these the sparks of individuality would sleep in him forever.

Make each day stand for something. Neither heaven nor earth has any place for the drone ; he is a libel on his species. No glamor of wealth or social prestige can hide his essential ugliness. It is better to carry a hod or wield a shovel in honest endeavor to be of some use to humanity than to be nursed in luxury and be a parasite.

An ambition to get on in the world, the steady struggle to get up, to reach higher, is a constant source of education in foresight, in prudence, in economy, industry, courage ; in fact, is the great developer of many of the strongest and noblest qualities of character. Were it not for this struggle to get on, living would be intolerable in any community. No one can imagine the direful effect of its absence. It would be like the loss of gravitation in the physical world. Everything would go to destruction. Idleness, shiftlessness, would run riot everywhere. There would be no enterprise, no progress. The world would rush back to barbarism. This struggle educates the whole community in a thousand ways.—"Architects of Fate."

CAUSE OF RED RAIN.

IN London we sometimes have red fogs. In Australasia they occasionally have red rain, the tint depending upon circumstances and the color vision of the local newspaper man. Over a large portion of Australia the surface of the ground becomes in summer so intensely dry that when a strong wind comes along clouds of impalpable powder are raised high into the air, and now and then get quite into the upper strata of the atmosphere. Then sooner or later the dust-laden air comes in contact with a humid current, and the dust is carried down mixed with the rain. Yet another hypothesis has, we notice, been set up by some ingenious Antipodean. Writing of some "yellow" rain, he says : "The yellow dust was really Colman's mustard, and anyone dubious on the point should study a pictorial advertisement at the Richmond railway station, near Melbourne. There the agent of the firm (in the shape of an angel) is represented in the act of scattering bulk samples over the terrestrial globe, and the free gift distribution reached Melbourne in due course on Sunday last. If the theory be sonnd—and it looks only a trifle less probable than some I have heard—the attention of the Commissioners of Customs should be called to this latest method of introducing bulk samples free of duty, and even using our hard-worked local rain-storms as delivery vans. The settled policy of this ever blessed country must not be upset by cheap angel labor."—Commerce, London, Eng.

LONDON RETAIL GROCERS.

THE Grocers' Association of London held their regular monthly meeting on the 8th in Sherwood Hall, and several questions of interest to the trade were discussed, the chief of which was the recent cancellation of commutation tickets by the G.T.R. and C.P.R.. It was claimed that a mutual benefit arose from these special rate tickets to farmers and residents of neighboring villages, as well as to the citizens of London. Driving to the city has the inconvenience of being much slower than by train.

After considerable discussion the grocers concluded that the railway companies had it all their own way this time.

A large number of the members expressed the hope that the companies would reconsider their decision, and grant cheap fares on Saturday, and thus cater for business that under the present system will be lost to them. Many who were in the habit of coming to the city by train will revert to horses.

Pleasure was expressed that the City Council are making a move to improve the market square, as more room is required for the handling of farm produce, and the proposed change would be a great beenfit to the citizens.

The question of holding a grand jubilee picnic was touched upon, but it was considered too early to go into details, and the matter was laid over until next meeting.

The secretary will communicate with other grocers' associations to obtain their views as to the advisability of an amendment of the Act relating to the inspection of weights and measures. It was stated that the inspection fees are felt to be exorbitant. Under the present system the inspector calls, inspects the scales, measures, etc., and, although he may find them perfectly correct, the charges for restamping an ordinary counter scales, with accompanying weights, are from $1.50 to $3. In addition to this the grocer is obliged to move the inspector's paraphernalia of weights, etc., weighing from 1,000 to 2,000 pounds, to his next stopping place.

Little Mary was sent to the store one day to have some syrup sent up for the table. "Does your mother want refined syrup?" asked the merchant. "I think she does," answered Mary. "She is a very nice lady."

"SHOTS"

Bevan Extra Loose Muscatel Raisins

in 50-lb. boxes

5½ cts.

Juan de Llano Valencia Raisins

in 28-lb. boxes

4 cts.

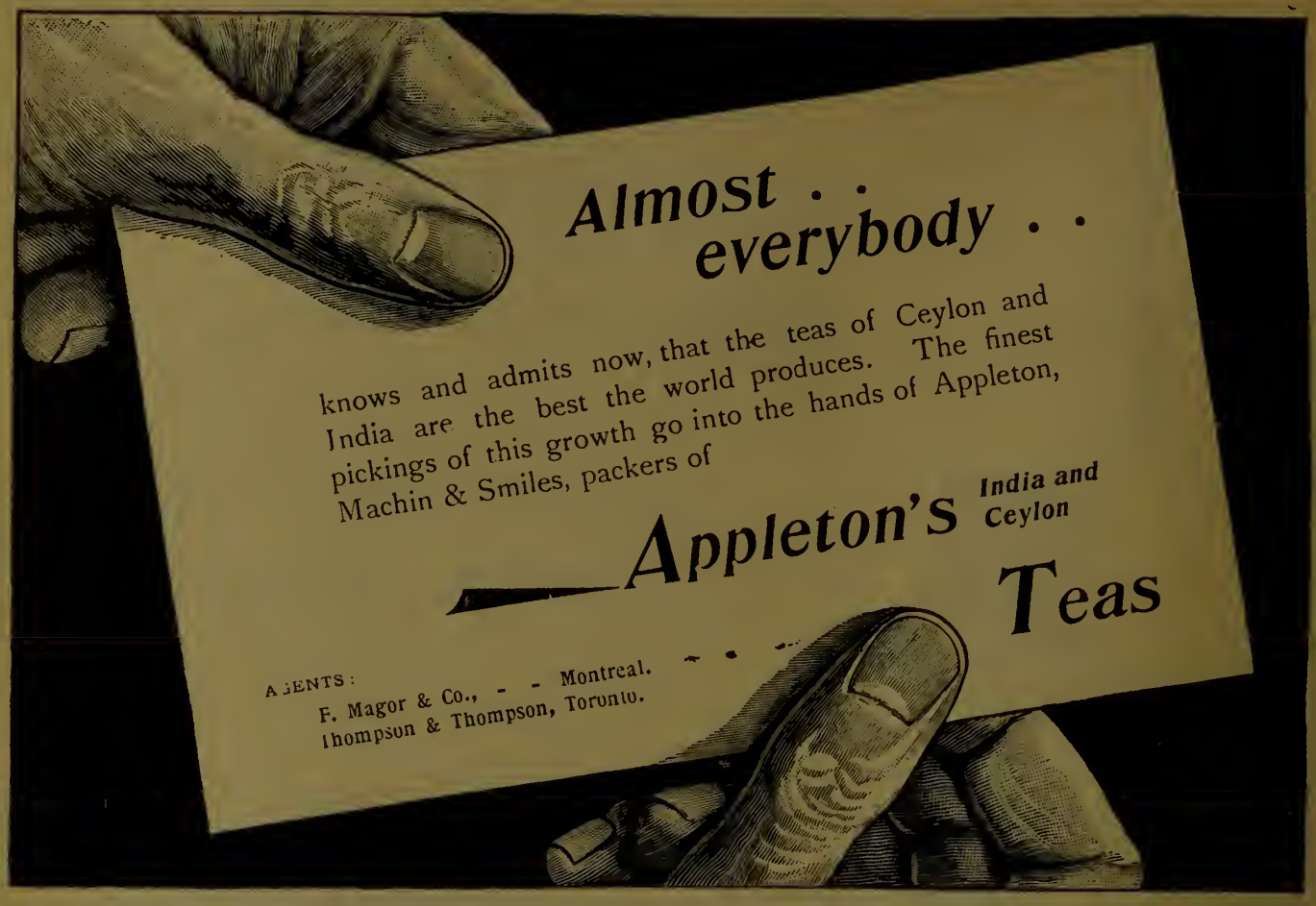
Ostrich Brand Bosnian Prunes

Crop 1895, in 55-lb. boxes

4 cts.

HUDON, HEBERT & CIE.

MONTREAL



OUR . .

"VICTORIA" BRAND JAPAN TEA (Registered)

Is the best value ever offered on the market for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal

Popular Signs

....OF

Popular Stores

The popular **TEAS** of to-day are the

CLEAN
HEALTHFUL
FRAGRANT
NOURISHING
ECONOMICAL

TEAS OF CEYLON

A GROCER DISCOVERS A HOODOO.

IT was in one of the smaller cities of Central Ohio—a place that had attained its growth some twenty years ago and had not progressed beyond the limits restricted by the competition of towns within a radius of fifty miles—that I ran across something of a novelty in the line of superstition affecting business, says a writer in an exchange. It was a storeroom in the most desirable part of town that was declared to have been "hoodooed." Even the leading merchants and business men of the town shared in this belief, and for periods of one, two and three years the store would remain in possession of rats, bluebottle flies and big gray spiders, who weaved webs across the large plate glass windows.

At long intervals merchants coming from a distance who were prospecting for an opening would lease the store of its venerable owner and put in a stock of goods, meanwhile congratulating themselves that they had secured a fine opening. Customers came and for a time prospects looked bright for a good business, but there was frequently something in the manner of purchasers that the merchant could not understand. It was just the opposite from inspiring confidence in continued patronage, and after a few weeks when the merchant had become better acquainted little remarks reached his ears, through the clerks, that were not at all encouraging to a man who had invested his all in a big stock of goods.

"Nice store, of course," said a lady who was pleased with her bargains, "and I do wish Mr. Blank could stay, but as this is the only available storeroom in town, I suppose he will soon close up."

"Why shouldn't he remain in this room?" asked her companion, who was a visitor from another city.

"Well, you see," explained the other, "this room is hoodooed. Almost every line of business has been tried here and they have all failed. During the last ten years the only business men who would rent it are those who are ignorant of its history. Their coming and going furnishes bankrupt sales and bargains. When a man moves in with a stock of goods people simply shake their heads and say 'poor fellow, I am sorry for him,' but he is not told until it is too late."

So matters progressed until a few months ago, when an enterprising grocer from Chicago moved into the store with a large stock of goods which he at once proceeded to advertise judiciously. He did business on a cash basis and attracted a good patronage. This incurred the enmity of the old resident grocers, who had been content with the old methods of long credits and who labored under the impression that their stores were sufficiently well known without advertising.

The man in the "hoodooed" store was not long in learning of his imaginary handicap, but he was not the least discouraged. Perhaps he might have been greatly alarmed had he known the real cause of the failure of his predecessors in the room, but he was not long in finding out. One day his mail brought him a letter from his Chicago jobber. In the letter was enclosed a typewritten letter from a firm of local attorneys, the contents of which ran :

Gentlemen,—It is understood that Mr. ———, a grocer doing business here is heavily involved and will be closed out by his creditors within a few days Should you have any claim upon him for goods furnished, it will receive immediate attention in our hands. We advise immediate action, as we have other claims to push.

The next post brought a copy of the above which had been sent to a well-known manufacturing firm. With it was a letter from the firm assuring the grocer that the manager had the utmost confidence in his integrity and ability to pay.

Well, the grocer smelled something "rotten in Denmark" and was not long in finding it out. To be brief, he discovered that the firm of lawyers had been practising this game on newcomers for many years. It had been an easy matter for them to find out the names of firms with whom these merchants did business. They then, by sending a number of alarming letters at the same time, precipitated a rush for a settlement which few merchants could stand, even when they had been in business for years.

So the real nature of the hoodoo influence was discovered by a plucky grocer who is doing business at the old stand. It is still called the "hoodooed" store, and even advertised as such, but the influence of the mysterious witch has driven the attorneys to another city.

WELL DONE, LEAMINGTON.

The merchants of Leamington have organized under the style of the Leamington Business Men's Association. The officers are :

Presidents, Geo. F. Cronk.
Vice-president, W. A. Gardiner
Secretary, James Fisher.
Treasurer, George Jackson.
Executive Committee, William Smith, W. J. Smith, W. D. Cox, F. Mettam, S. G. Morse.

Meetings of the association are to be held each Friday evening.

CORRUGATED IRON AND FIRE BRICK WANTED.

The E. B. Eddy Co., Ltd., Hull, Que. are evidently not finding business at a standstill. They are asking for figures on an iron frame roof to be covered with bolted corrugated iron for the boiler house to be erected for the new eight-boiler battery, about the installation of which reference was made some time ago by this paper. Besides this, the company is in the market for 3,000 to 4,000 large key arch fire bricks, 17,000 to 20,000 square fire bricks and 7 or 8 tons of fire clay.

ADVICE TO CHEESE MEN.

Editor GROCER,—I am in receipt of a cable from Mr. Grant which explains the cheese situation on the other side of the water, and will be found of the most vital importance to dairymen here so far as the early make of fodder cheese is concerned.

It is only necessary to refer the farmers to the glutted state of the cheese market during the early part of the season 1896, and they must fully appreciate the fact that the prices which went so very low would have gone still lower had it not been for the urgent appeals of the cheese trade advising the factorymen against the manufacture of fodder cheese, and the response to that appeal on the part of the factorymen in refraining from making fodders.

Now there seems to be a general disposition on the part of the factorymen to start making cheese as soon as possible this spring, and it is very necessary to point out to the factorymen that this would just undo all the good that has been done last year by curtailing the make of fodders last spring and Novembers last fall. The good effect has been amply seen in the prices that were realized for the fall make.

I would, therefore, urge the factorymen to take the advice as given in Mr. Grant's cable, as he is in a position to know the state of the market on the other side, and would certainly not give such advice without very careful consideration, and I feel confident that if our farmers will give the matter their careful consideration they must admit that it is good, sound advice.

Yours, etc.,
ALEX. W. GRANT,
per S. C. Oxton.

Montreal, March 13, 1897.

[Translation of cable received from Mr. Grant from Liverpool :

Advise the cheese factorymen throughout the country not to open their factories before May 1st. Canadian fodder cheese are being offered in thousands for future delivery on the English market at a price equal to seven cents in Montreal, thus causing great demoralization in the trade.

The largest English jobbers are forming a combination not to buy fodder cheese at any price. If farmers will persist in making fodders they will ruin the price of grass cheese and also destroy confidence in the future of the market.

The supply of fall made cheese in England will fill the requirements of the trade at the present rate of consumption until July 1st.

Filled cheese are being imported from the States in defiance of the law, being double bandaged, and having the branding smudged in order to evade the regulation of the Revenue Department.

GRANT.

"BOVRIL" IN CANADA.

THE JOHNSTON FLUID BEEF CO., of Montreal, have sold out their business, including all patents, trade marks, etc., to the "Bovril Limited," of London, England, and the business in future will be carried on at the old stand, No. 27 St. Peter street, Montreal, under the style of "Bovril Limited." The enterprise of the new concern is well known in Great Britain, where the legend "Bovril" is quite as familiar as "Pear's" to the general public. It may be interesting to the readers to know that one of the gentlemen most prominent in the new company's councils is Mr. Johnston, the patentee of the Johnston's fluid beef. Mr. Johnston sold out his Canadian rights to Mr. Clark some years ago, and now the two companies have been combined. The following circular has been issued to the trade :-

Notice is hereby given that the business of the Johnston Fluid Beef Co., together with all patents, trade marks, etc., etc., has been purchased by the Bovril Limited, of London, England, and will in future be carried on at the old stand No. 27 St. Peter street, Montreal, under the style of Bovril Limited. Soliciting a continuance of the patronage so liberally bestowed on the J. F. B. Co. for the past fifteen years,

Respectfully yours,
Bovril Limited.

Having disposed of our business, together with all our interest in the trade marks, patents, etc., etc., connected with same, to Bovril Limited, of London, England, we hereby take this opportunity of thanking our numerous friends and patrons for the liberal support accorded us in the past, and respectfully request a continuance of the same to our successors.

Respectfully yours,
The Johnston Fluid Beef Co.
27 St. Peter street, Montreal, March 9, 1897.

LOW PRICED REGISTERS NOW OFFERED.

There has been a mistaken idea among many retail merchants that National Cash Registers cannot be bought for less than $200 or $300. The fact is, that the National Cash Register Co. makes 90 different kinds and classes of National Cash Registers, which range in price from $8 to $350. They can suit not only the needs but the pocket-book of every retail merchant. They have just put upon the market the line of low-priced retail-adding cash registers as announced in their regular advertisement which appears in this issue. These registers range in price from $10 to $350. The National Cash Register Co. also have on hand a number of "Nationals" and other second-hand cash registers, which have been taken in part payment for their latest improved "Nationals," and which they will sell at low prices.

Drop a card to Department "W," the National Cash Register Co., Dayton, Ohio, U.S.A., and they will tell you more regarding these new machines.

THERE is this about it. We want you to know more about the good quality of our Brushes, Brooms and Woodenware, so we ask you to send for an illustrated book we've made for you. It is something more than the ordinary paper catalogue. It is leather backed. It will last for years. It is worth sending for because it will save you money. It tells why our Brushes, Brooms and Woodenware are best for you to buy. The prices in it will please you. Send for it to-day. It is **Free.**

Chas. Boeckh & Sons, Mfrs.
Brushes, Brooms, Woodenware. **Toronto, Ont** Montreal Branch, 1 and 3 De Bresoles St.

RETURNED 18/3/97.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

Crosse & Blackwell

CELEBRATED FOR

Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.

—SOLD BY—

All Grocers in Canada

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

M. DAIGNAULT, general merchant, St. Etienne de Beauharnois, Que., is offering to compromise at 40c. on the dollar.

Best Feir, grocer, Cobourg, has assigned to W. Bennett.

C. G. Rowe, grocer, Belleville, has assigned to A. Wallace.

H. & S. Desmarais, general merchants, Richmond, have assigned.

W. A. Robertson, general merchant, North Sydney, has assigned.

Stroud Bros., wholesale and retail teas, have assigned to Robert Baird.

Victor Beaulac, general merchant, St. David, has assigned to Lamarche & Benoit.

M. H. Sisson, boats and shoes, Lindsay, is offering to compromise at 50c. on the dollar.

J. D. Bourcier & Co., grocers, Ste. Cunegonde, have assigned to Lamarche & Benoit.

Herron & Evans, general merchants, Deloraine, Man., have assigned to S. A. D. Bertrand.

F. McDonald, general merchant, Lake Talon, has assigned to E. R. C. Clarkson, Toronto.

J. D. Archambault, general merchant, Drummondville, has compromised at 33⅓c. on the dollar.

John J. Burns, grocer, Queen street west, Toronto, is reported to be offering his creditors 30c. on the dollar.

H. S. Wilcocks, grocer, of Picton, has assigned to J. T. Scott. The statement will show liabilities of $13,000 and assets of $9,000.

C. Gates, general store, Houghton, is offering to compromise at 70c. on the dollar. The liabilities are about $5,859 and the assets $8,000.

J. F. Amiro, general merchant, Pubnico, N.S., is asking an extension. So is H. T. Dentremont, another general merchant of the same place.

The creditors of the estate of W. W. Robertson, general storekeeper of Victoria Harbor, have received a first and final dividend of 40c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

J. & B. McGill, general merchants, Janetville, have dissolved.

Wilcox & Ramsay, general merchants, Virden, Man., have dissolved.

C. J. Drapeı & Co., general store, Coaticook, Que., have dissolved.

Watt & Noble, general merchants, Tara, have dissolved: F. R. Noble continues.

Keep up with the times

and handle goods that will sell themselves

CLARK'S **CORNED BEEF**

With Patent Key Attachment

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

G. M. Shipley, miller and general merchant, Carlisle, Middlesex county, has admitted W. D. Robertson as partner.

G. G. McKenzie, general merchant, Campbellton, N.B., has admitted J. A. Flett as partner under the style of McKenzie & Flett.

A. J. O'Neil and Francis McLaughlin have formed a partnership to carry on business as grocers in Montreal under the style of O'Neil & Co.

SALES MADE AND PENDING.

Joseph Cornfield, grocer, Acton; stock sold.

D. Chesman, grocer, Chatham, N.B., has been sold out under bill of sale.

The stock of E. Dupuis, general merchant, St. Julienne, Que., has been sold.

D. Williams & Co, pickle manufacturers, Toronto, have been sold out by the sheriff.

W. McWhinney, general merchant, Alliston; stock to be sold by auction on 24th inst.

The stock, etc., of W. J. McCleary, grocer, Toronto, are advertised for sale by tender.

The stock of L. O. Roy, general merchant, St. Francois, has compromised at 60c. on the dollar.

The stock of J. L. Leland, general store, Trois Pistoles, Que., has been sold at 58c. on the dollar.

The stock of R. F. Hutchins & Co., general merchants, Montreal, has been sold at 22½c. on the dollar.

The stock of Guimont & Devoyaux, general merchants, Cap St. Ignace, Que., has been sold at 57c. on the dollar.

The assets of C. Pelletier, general merchant, Petit Matane, Que.; of J. A. Gagnon, general merchant, St. Moise; and of E. N. Lavallee & Co., general merchants, St. Phillipe de Neri, are all advertised for sale 23rd inst.

CHANGES.

J. Garneau, grocer, Montreal, has sold out.

J. E. Ecrement, grocer, Ste. Cunegonde, has sold out.

A. Vipond & Co., general merchants, Hudson, Que., have sold out coal and wood business in Montreal.

F. W. Bastow, grocer, Toronto, has sold out to W. L. Brown.

J. Boivin & Co., grocers, Quebec, are giving up business.

Duplain & Paquette are opening a grocery store in Quebec.

W. J. Dwyer, grocer, Victoria, has sold out to Joseph Renouf.

A. Paulin is opening a general store in St. George East, Que.

A grocery store has been opened in Montreal by A. Rivet.

A general store is being opened in Stornoway, Que., by G. A. McIver.

Rachel Olmstead, grocer, Vancouver, has sold out to Webster Bros.

A general store is being opened in Trois Pistoles, Que., by Chas. Pettigrew.

W. J. Burns, general merchant, Seeley's Bay, Ont., has removed to Lyndhurst.

B A. Scott, general store and saw mill, Mistassim, Que., is opening a branch.

J. A. Dore, groceries and liquors, Ste. Cunegonde, are commencing business.

H. Horton, general merchant, Lansdowne, has closed branch at Gananoque.

Joseph Darveau has started into business in Quebec as a dealer in teas and coffees.

J. L. F. Lemieux, groceries and shoes, Magog, is reported to be about selling out.

L. Montgomery & Co., general merchants, Deloraine, Man.: style changed to Montgomery & Colquhoune.

E. A. Lilly, grocer, Ross street, St. Thomas, has disposed of his business to C. L. Robertson, who will take possession April 1st.

Albert McKay is starting a grocery business at Cornwall. Shaw Bros., of the same town, have sold out their branch grocery store.

The wholesale and retail liquor business of Wm. Whittaker, Sarnia, has been disposed of to W. C. Dillon, who took possession of the stock and good will of the late proprietor on the 18th inst.

FIRES.

Louis Le Blanc, general merchant, St. Agathe, Man., has been burned out; loss $1,400, insurance $800.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

ALPHA CHEMICAL CO.
Manufacturers of Berlin, Ont.
QUICKSHINE STOVE POLISH
RELIABLE STOVE PIPE VARNISH
LADIES' FINE SHOE DRESSINGS
INKS, MUCILAGES, Etc.
Write for Price List.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

IF YOU HANDLE OR USE . . . **SALT** LET US KNOW YOUR WANTS.
No trouble to give information, samples and prices.
VERRET, STEWART & CO. - MONTREAL, Que.

TRY A PACKAGE OF OUR "CLUB HOUSE"
A Perfect blend of the finest
INDIA and CEYLON TEAS
For which we are sole agents in America.
It will please your customers.
J. F. RAMSAY & CO.
Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

PUREST AND BEST

Windsor Salt

ALWAYS GIVES SATISFACTION

and costs no more than inferior brands of salt.

For Sale by all Wholesale Grocers.

WINDSOR SALT CO. Ltd., Windsor, Ont.

JUST SO . . .

We claim a Splendid Reputation

OF OVER

One Hundred and Fifty Years

FOR

KEEN'S

D. S. F. MUSTARD

AND

KEEN'S

OXFORD BLUE

CURRENT MARKET QUOTATIONS

Toronto, Mar. 18, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
½ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes..... per lb.	16
30 " pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
0 cent can.....	0 90
Ocean Wave—	
No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases.....$0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
½ No. 4	$4 00
¼ No. 6	4 50
½ No. 8	7 25
¼ No. 10	8 25

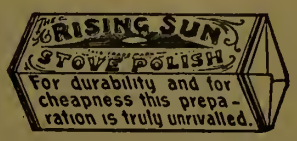
THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per doz
New York Dressing, 1 doz. cases.....	0 75
panish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per Gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed.....	0 07
Warblers Bird Seed.....	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed.....	0 04½
London Bird Seed, bulk 25 lb. cases..	0 05
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 18 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

CORN BROOMS

CHAS. BOECKH & SONS.

	per doz. net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

The Question is

Are you satisfied with the quality of the Starch you are selling? Are your customers satisfied with the quality of the Starch they are buying? If not, perhaps a trial of our goods would create a better feeling on both sides of the counter.

No woman will use poor Starch in preference to good Starch. That's the reason why a trial always leads to constant use of

EDWARDSBURG STARCH CO. Cardinal, Ont.

Edwardsburg Starch

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.
Apples, 3's	$0 70 $0 95
" gallons	1 65 2 25
Blackberries, 2	1 70 1 90
Blueberries, 2	0 75 0 85
Beans, 2	0 65 0 95
Corn, 2's	0 55 0 60
Cherries, red pitted, 2's	2 00 2 25
Peas, 2's	0 70 0 80
" Sifted select	0 80 0 95
" Extra sifted	1 15 1 30
Pears, Bartlett, 2's	1 65 1 75
" 3's	.... 2 40
Pineapple, 2's	1 75 2 40
" 3's	2 50 2 60
Peaches, 2's	1 65 2 00
" 3's	2 50 3 00
Plums, Green Gages, 2's	1 60 1 80
" Lombard	1 50 1 70
" Damson Blue	1 15 1 40
Pumpkins, 3's	0 70 0 90
" gallons	2 10 2 25
Raspberries, 2's	1 50 1 80
Strawberries, 2's	1 65 1 95
Succotash, 2's	.... 1 15
Tomatoes, 3's	0 70 0 75
Lobster, talls	2 30 2 40
" flats	2 85 2 90
Mackerel	1 20 1 30
Salmon, Sockeye, talls	1 35 1 45
" " flats	1 40 1 75
" Cohoes	1 10 1 20
Sardines, Albert, ¼'s tins	.... 0 13
" " ½'s tins	0 20 0 21
" Sportsmen, ¼'s genuine French high grade, key opener	.... 0 12½
Sardines, Sportsmen, ½'s	.... 0 21
Sardines, key opener, ¼'s	0 16 0 18½
" " " " ½s	0 10½ 0 11
" " " " ⅛s	0 18½ 0 19
ardines, other brands 9¾	11 0 16 0 17
" P. & O., ¼'s tins	0 23 0 25
" " ½'s "	0 33 0 36
Sardines, Amer., ¼'s "	0 04½ 0 09
" " ½'s "	0 09 0 11
" Mustard, ¼ size, cases 50 tins per 100	10 00 11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10 1 15
Kippered Herring, 1-lb.	1 6 1 90
Herrings in Tomato Sauce	1 70 1 90
Herrings in Shrimp Sauce	2 00 ....
Herrings in Anchovy Sauce	2 00 ....
Herrings a la Sardine	2 40 ....
Preserved Bloaters	1 85 1 90
Real Findon Haddock	1 85 1 90

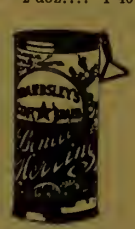
CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans		$1 20	$1 35
" " " 2 "		2 30	2 50
Comp Corn Beef 4-lb. can		....	....
" " " "	7 75	8 25	
" " " 14 "	15 00	16 00	
Minced Callops 2 "	....	2 60	
" " 2 "	2 60	2 65	
Lunch Tongue 1 "	3 40	3 50	
" " 2 "	....	6 00	
English Brawn 2 "	2 75	2 80	
Camb Sausage 1 "	....	2 50	
" " 2 "	....	4 00	
Soups, assorted 1 "	....	1 50	
" " 2 "	....	2 25	
Soups and Boull. 2 "	....	1 80	
" 6	....	4 50	

Acme Sliced Beef.
No. 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz
2 doz.... 1 40



ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1½ lb.	7 00	7 20
" " 2 lb.	8 50	8 80
" " 2½ lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" " 2 lb.	6 50	6 80
Chipped Beef, ½ lb.	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb.	70	75
Potted Meats, Tongue or Ham ½ lb.	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb.	70	75
Potted Deviled Ham or Tongue, ½ lb.	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish.	per doz.
Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 365c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

EPPS'S.	per lb.
Cocoa—	
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'s.

	per lb
Chocolate—	
French, ¼'s—6 and 12 lbs.	0 30
Caraccas, ¼'s—6 and 12 lbs.	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs.	0 26
Diamond, ¼'s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb.	$ 0 34	$ 0 36
Triple Vanilla—		
White " "	0 73	0 83
Unsweetened—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. boxes "	0 19	0 20

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by M. P. CARD, Guelph, Ont.

FRESH

SEEDS for 1897

Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. Montreal

---

THE "DIAMOND"

OIL BLACKING

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET Montreal

DON'T BE AFRAID

Try a sample lot of SILVER DUST WASHING POWDER, and convince yourself and customers of its superior quality.

GUARANTEED

IN 5 10 25c. BOXES. to please your most particular customers, or your money and any expense refunded.

A Canadian powder, and beats them all. Any Grocery Traveller can supply you. 5-case lots delivered anywhere. . . .

SILVER DUST MANUFACTURING CO
Hamilton

Salt
Salt
Salt

Write us if you want SALT of any kind, in car lots or less; can ship at very short notice. . . . .

TORONTO SALT WORKS

TORONTO, ONT.

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
and ROYAL NAVY CHOCOLATE
FAMOUS BLEND COFFEE

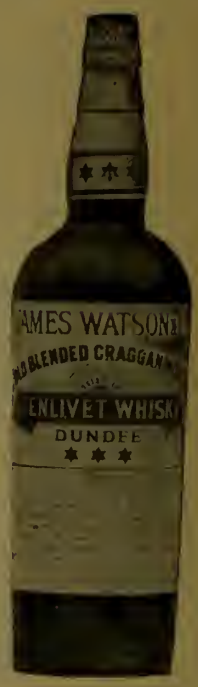
Send your orders to

THE COWAN CO., Ltd.

470 King St. East, Toronto

ASK FOR

MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.

(A. P. Tippet & Co., Agents.)

	per lb.
Chocolate—	
Caracas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ½'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	per do
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each	50
Caracas Sweet, in boxes, 6 lbs. each	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17
Barrels, 2c. per lb. less.	

Terms, 3 p.c., off 30 days.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	0 20	0 22
Improved Shredded, "	0 18	0 20
Beaver " "	0 16	0 18
Macaroon " "	0 16	0 18
Desiccated " "	0 15	0 17

Terms, 3 per cent. off 30 days.

COFFEE.

Green.

	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

Mecca	.... 0 34
Damascus	.... 0 30
Cairo	.... 0 25

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend	.... 0 34
Our Own "	.... 0 32
Jersey "	.... 0 30
Laguaya "	.... 0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crusbed East India	.... 0 20

EXTRACTS.

	per doz.
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

CREAM SODAS.

In 3-pound Tins, made by us, are the original Cream Sodas. They are always CRISP, FRESH and TASTY. No grocery stock is complete without them. They are trade bringers and trade keepers.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST - - TORONTO. S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles....gross	12 00
Ketchup, Screw Top..... "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef	No. 1, 2 oz. tins	$ 3 00
	No. 2, 4 oz. tins	5 00
	No. 3, 8 oz. tins	8 75
	No. 4, 1 lb. tins	14 25
	No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles		3 00
4 oz. "		6 00
8 oz. "		9 00
16 oz. "		12 75
Fluid Beef Cordial—20 oz. bottles		15 00
Milk Granules, in cases, 4 doz		6 00
Milk Granules with Cereals, in cases, 4 doz		5 8

FRUITS.

FOREIGN.	per lb.	
Currants—Provincials, bbls	0 04⅜	0 04½
" ½ bbls	0 04½	0 04⅝
" Filiatras, bbls	0 04½	0 04⅝
" ½ bbls	0 04½	0 04¾
" Patras, bbls	0 05	0 05¼
" ½ bbls	0 05	0 05½
" cases	0 05⅛	0 05½
" Vostizzas, cases	0 06	0 08
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 05¼	0 06
Figs—Eleme, 10 oz	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 16
" taps	0 03¾	0 04½
" natural, boxes		0 07
" ditto, bags		0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia, off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07¼	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½	0 08½
	per box.	
" Malaga		
" London Layers	1 60	1 80
" Black Baskets	2 20	2 65
" Blue Baskets	2 25	3 50
" Choice Clusters	2 25	2 75
" Dehesa Clusters	3 50	4 00
" Non Plus Ultra		6 00
" Imperial Bunches	5 75	6 00
" " Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb	0 02½	0 03
" evaporated	0 03	0 04

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.		2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50
(Sold by all wholesale grocers.)	

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.		
1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX S

1 Quart size, per doz		1 15
2 Quart size, "		2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—		
50 to 60 dy basis		2 15
40 dy		2 20
30 dy		2 25
20 16 and 12 dy		2 30
10 dy		2 35
8 and 9 dy		2 40
6 and 7 dy		2 55
5 dy		2 75
4 dy A P		2 75
3 dy A P		3 15
4 dy C P		2 55
3 dy C P		3 75
HORSE NAILS— Canadian, dis. 50 per cent.		
HORSE SHOES— From Toronto, per keg		3 60
SCREWS—Wood— Flat-head iron, 80, 10 and 10 p. c. dis. Round-head iron, 75, 10 and 10 p. c. dis. Flat-head brass, 77½, 10 and 10 p. c. dis. Round-head brass, 72½, 10 and 10 p.c. dis.		
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]		
1st break (25 in. and under)		1 35
ROPE—Manilla	0 08	0 08¼
Sisal	0 06⅜	0 06⅞
AXES—Per box	25	9 00
SHOT—Canadian, dis, 17½ per cent.		
HINGES— Heavy T and strap	0 04¾	0 05
Screw, hook and strap	0 03¾	0 04
WHITE LEAD—Pure Association guarantee, ground in oil.	per 100 lbs.	
25 lb. irons		5 15
No. 1		4 77½
No. 2		4 35
No. 3		4 02
TURPENTINE— Selected packages, per gal.	0 41	0 42
2c. extra outside points.		
LINSEED OIL— Raw, per gal	0 44	0 45
Boiled. "	0 47	0 48
2c. extra outside points.		
GLUE—Common per lb	0 07¾	0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " rouud bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade		1 50
Clear Jelly Marmalade		1 80
Strawberry W. F. Jam		2 00
Raspberry " "		2 00
Apricot " "		1 75
Black Currant "		1 85
Other Jams " "	1 55	1 90
Red Currant Jelly		2 75
(All the above in 1 lb. clear glass pots.		

LICORICE.

YOUNG & SMYLIE S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8
Banagher	9 50	10 00
" in wood, per gal.	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch		4 40
Special old Scotch		5 00

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.	
Pony size	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03¼	0 03¾
Patna		0 04¾
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06½
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes, 1-lb. pkgs.	0 08
	6-lb. boxes, sliding covers (12-lb. boxes each crate.	0 08½
PURE—OSWEGO CORN STARCH.	16-lb. boxes	0 07
	40-lb. boxes, 1-lb. packages	0 07½

We Stand Alone

So far ahead are we of all Competitors.

Our Packages have a larger sale than all the other manufacturers' put together.

SCHEPP'S

The Standard Cocoanut

Factory, 6 and 8 Bay St.
TORONTO.

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

They all claim "the best"

The proof of the Pudding is in the eating.

..TRY..

"WHITE MOSS" COCOANUT

We will abide by your decision.

Manufactured ONLY by...

Canadian Cocoanut Co.
(J. Albert McLean, Prop.)

MONTREAL

For puddings, custards, etc.

ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs.....	0 04¾
Kegs, 100 lbs.....	0 04⅝
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case.....	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 06½

SUGAR.

	4 3-16	per lb. 4 5-16
Granulated		
Paris Lump, bbls. and 100-lb. boxes	0 05⅝	0 05½
" in 50 lb. boxes....	0 05½	0 05⅝
Extra Ground, bbls. Icing....	0 05⅝	0 05½
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03¾	0 03⅞
Bright Yellow.....	0 00	0 03⅝
Dark Yellow	0 00	0 03½
Demerara.....	3 50	0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	....	1 00
" 3 gal. pails.....	1 35	1 40

MOLASSES.

Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

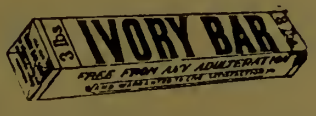
SOAP.

Babbitt's "1776" Soap Powder $4 00

Box Lot.....	4 20
Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.....	....	0 35
" " 60 ½-lbs.....	....	0 35
" " 30 1-lbs.....		
" " 120 ½-lbs.....	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35

CHINA OREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May plokings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

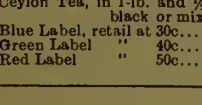
LIPTON S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices,

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21



Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, In caddies.....	0 48
" " In 40-lb. boxes.....	0 48

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Palls, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " " ".....	1 60
" 2 " " " 2.....	1 40
" 3 " " " 2.....	1 55
" " " painted " 2.....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 26
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ½ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger.....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross.....	$ 2 00
" 10 "	1 10
" 2 Tiger, ...	5 00
" 4 " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

FOR THE **LIGHTEST**

WHITEST AND

SWEETEST CAKES

USE

OCEAN WAVE BAKING POWDER

PLEASES EVERYBODY

MANUFACTURED BY

HAMILTON COFFEE & SPICE Co

HAMILTON

A Prize indeed fit for a Queen,
The Brownies all are much amazed,
A Cake so fine they n'er have seen,
"Heres To" the POWDER with which twas raised.

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?

PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❀ **16 oz. Bottle, $1.00.**

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW
TORONTO . . . . MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

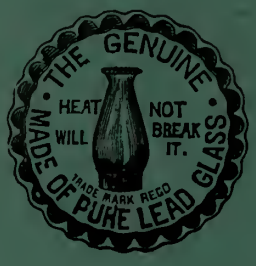
HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director.
W. C. MACDONALD, Actuary.

THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

COWANS, KENT & CO., - TORONTO

Purity in Food Products..

TRADE MARK.

Is of the utmost importance, and the Grocer who has a reputation for handling the best goods is bound to succeed. There is only one pure Gelatine made, and that is . . . .

KNOX'S...

It is not only ABSOLUTELY PURE, but in strength and delicious flavor it is superior.

MAKES 2 QUARTS JELLY

Write for particulars about our special offers to the trade.

Agents

A. E. Richards & Co. - Hamilton
William H. Dunn - - - Montreal
Beattie & Elliot - - - - Quebec
C. & E. MacMichael - - St. John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - Halifax, N.S.

C. B. KNOX,
JOHNSTOWN, N.Y.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Belleville, Ont.
Send for price list Mention GROCER.

Feathers! We Buy Them

All grades; Goose, Hen, Duck and Turkey; give the highest market price

AND PAY CASH

General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.

ALASKA FEATHER & DOWN CO.
290 Guy St., Montreal.

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

For . . . . .

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—McKinnon Building
Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England
REPRESENTATIVE IN CANADA:
JOHN FORMAN, 650 Craig Street.
MONTREAL.

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, MARCH 26, 1897. No. 13

SELL ONLY THE BEST!

In Competition with the World we have received the

HIGHEST AWARDS MADE.

These ...substantiate ...our claim that **COLMAN'S MUSTARD**

IS THE BEST IN THE WORLD.

IT is "Gold Dust" Corn Meal

that passes direct from us at the mill to you at the store. See the advantages gained in buying this way. How sure you are of getting it free from dirt and dust. You get it good because it hasn't filled up dusty store-rooms for goodness only knows how long. You get it a bright golden yellow free from black specks —you get it fresh. And you get it finely and evenly cut, too. That's the way your customers like to get it. Color counts.

From Manufacturer to Retailer—Direct.

THE TILLSON COMPANY LTD.
TILSONBURG, ONT.

Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Toronto and Montreal
W. S. CLAWSON & CO., St. John, N.B.
SPRATT & MACAULEY, Victoria, B.C.

Manufacturers' Agents.

Or Address . . . .

Armour Packing Co., Kansas City, U.S.A.

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . . CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Grand Mogul Tea

Is holding on its way, a good seller and profit maker for all who handle it. Our special advertising will boom the sale the next few months. No other Package Tea is equal value.

Write us for particulars or ask our travelers.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

Standard Goods THE Best to Handle

FOR PURITY

This brand is always reliable.

FOR STRENGTH

Highest test $98\frac{50}{100}$ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

If you have not used these Soup Squares

Try Them. They are the best Manufactured

Genuine Macaroni

Is branded with this name.

P. CODOU

IT IS THE FINEST QUALITY MANUFACTURED.

AGENTS FOR THE DOMINION

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

Do You Sell Crockery?

Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

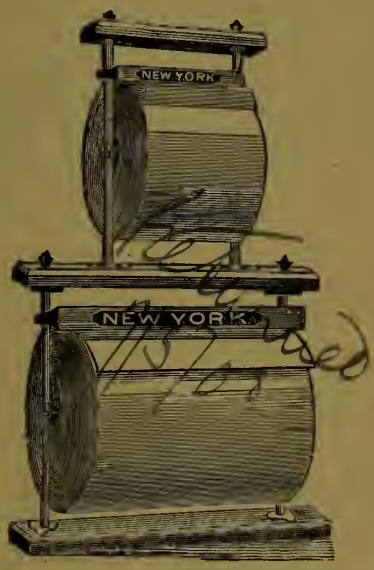
We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. POTTERSBURG P.O. ***London, Ont.***

WHY NOT HANDLE THE BEST
WHEN JUST AS CHEAP?
A READY SELLER

ENGLISH ARMY BLACKING

The Eddy Roll Paper Cutter



Reversible, cutting up or down —for use on bracket, on, or under counter.

From 6 to 60 inches wide. Single or in combination.

The most perfect Cutter on the market. It has been tried and has not been found wanting.

On sale at all of our branches and agents at . . . .

MONTREAL, TORONTO, QUEBEC, ST. JOHN, HAMILTON, HALIFAX, VANCOUVER, VICTORIA, KINGSTON, WINNIPEG, ST. JOHN'S, NFLD.

The E. B. EDDY CO. Ltd.

HULL, QUE.

Of One Mind

Keen buyers and judges of value, who have tested the rich, creamy liquor of our

STANDARD BLACK TEAS

Are delighted with their satisfying and delicious properties, and convinced of their peculiar merits.

Not a single tea enters into the composition of these blends without being critically tested as to liquoring qualities ; keeping ever in view the requirements of the Canadian Trade.

Packed in Patented Metal-Lined Cases, 50-lb., 80-lb. and 100-lb. Under 5 Brands :

THE 400 SELECT THE GLOBE MORNING LUXURY
IMPERIAL CONGOU RUSSIAN CONGOU

The 400 Select, Globe, and Imperial are also put up in ½-lb. and 1-lb. German Glazed Parchment Packages, attractive shelf goods and ready sellers.

Young Hysons and Japans —high and medium grades— we show exceptional values.

W. H. Gillard & Co.

WHOLESALERS ONLY

HAMILTON.

JOHN MOUAT, Northwest Rep., WINNIPEG.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, MARCH 26, 1897 ($2.00 per Year) No. 13

HOW TO DEAL WITH THE DEPARTMENT STORE PROBLEM.—Continued.

[BY E. A. STEVENS.]

THE discovery of printing caused the formation of intellectual property; the progress of handicraft and industry the protection of inventions.

And the more the economic traffic was liberated from the craft limitations of the middle ages, the more necessity there arose for the state to use its power in legislating for the protection of fair competition.

All these laws have a concrete meaning. They protect a brochure, a painting, a photograph, an invention, or a trade mark,

They punish, therefore, only that unfair competition which directly touches one of those objects.

When anybody, for instance, invites the public, by untrue statements, or by giving bad accounts of or statements against a competitor; he does not, in reality, damage a palpaple property. Therefore, it has been long before the lawmaker has found how to afford protection.

In France this has been realized in the most thorough fashion. Article 1382 of the Civil Code gives the occasion, therefore it says: Anybody's action, of whatsoever kind, by which damage is caused to another person, obliges the one who has caused said damage to indemnify for the same.

Taking this clause for foundation, the French jurisprudence has built an entire system. The relations between business men and customers are, therefore, considered as a property in law. An indecent invasion of these relations is considered in the light of unfair competition, and as giving such a right to indemnification. The different forms of unfair competition come under several heads.

1. Making use of particular marks.
2. Calumniating a competitor.
3. Using another's trade mark.

Moreover the law includes in unfair competition rebate sales and the revealing of manufacturing secrets.

The failure to understand the matter aright, which had, until now, been shown by the courts, made the lawmaker fear that it would be impossible for the judges to come so soon to a recognition of a general principle, as the interest of an organized business traffic required. The lawgiver grouped, therefore, together several actions which until now had been most conspicuous as misdemeanors.

1. Protection against unfair advertising. (Reclaim.)
2. Protection against calumniating.
3. Protection against causing substitution by unfair use of a name, firm or particular trades mark.

Protection for craft and business secrets.

Police regulation about deceit in quantity (weight, etc.)

The bottom idea is that all these acts are unjust criminal actions.

THE MEANING OF SUBJECTIVE RIGHT.

Next to the settled proposition that the exercise of a trade or business is a subjective right it is pre-eminently necessary to correctly understand what is meant by unfair competition, to limit this subject right according to quantity and meaning. Even with the French, by whom industry is not really considered as a subjective right, but only as a consequence of general freedom of trade, is it determined that this freedom is limited to fair traffic.

But in order to come to an exact juristic comprehension of this subjective right the extensive idea of fair traffic cannot be taken in consideration. For the perceptions about fair trade are very different. The meaning of this subject right has to be determined by itself. It is found in the aim of industry. The only aim of industry is, like has been shown before, to procure for itself sale, and reward for services, therefore custom. The right here considered as subjective right, can, therefore, not stretch further than to procure custom.

DEFINITION OF COMPETITION.

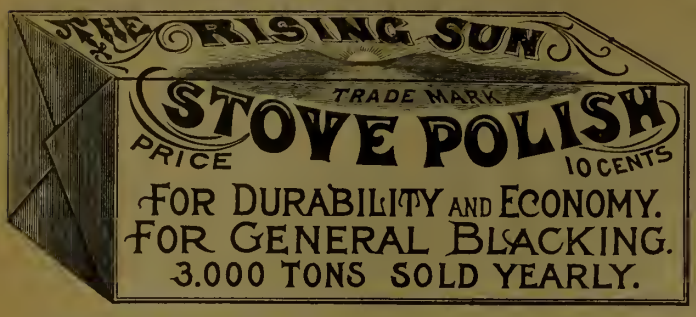
As long as only one person tries to attain a certain aim, no competition can take place. The competitor fails. But as soon as another finds the same aim worthy of attaining, competition begins. A plurality of people trying for the same single aim is therefore the first desideratum of competition. Sameness of the aim includes its singleness. In this is included the endeavor to outstrip the other, and prevent him from reaching the common aim. This follows naturally from the sameness of the aim and the knowledge that others also try for it. Nothing more belongs to the meaning of competition. Above all, the sameness of the ways of activity by which said aim shall be reached are not necessary.

The circumstance that two people strive for the same thing, and both try to attain it for himself, brings their different activity in comparison. The aim of both is the price for that activity which proves itself the strongest in reaching the goal. Every competition includes, therefore, a comparing, a weighing, a measuring of forces in concerning their ability to reach the aim. In swimming the ability of two human beings is measured, or in the art of rowing try each other's strength, etc.; which different activities are brought in comparison depends on the different lines of competition. But the reality is that in competition all activity or forces that are brought to bear, aim at the same goal. Not the goal but the way in which it is reached defines the art of the competition. But everywhere where several activities try for the same aim, there exists necessarily a competition and therefore a comparing of the activities with each other.

MEANING OF UNFAIR COMPETITION.

The competition does not become unfair only because the impeding or favoring cir-

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

cumstances are unfair by themselves, even outside of competition. It regards not the unfairness of the means for attaining the end in themselves, but their unfairness in regard to the circumstances of the competitor, and his activity.

The conduct of two merchants, both receiving stolen goods, can be legal as far as they are concerned to each other. On the contrary, very fair means to reach an end, when used in competition, can be foul and not allowable. For instance, there is a rowing race. If one contestant was going to use sails it would certainly be an unfair race. The use of sails per se is, however, neither unfair nor immoral.

Competition is therefore not unfair by the means used to reach the aim per se, but only as relation of the means of the one to those of the other competitors, who are to be compared in competition. Such a comparing and measuring of activities compared in competition naturally takes place only when both contestants only use the (to be) compared means. When any other means are employed, the competition in consideration becomes immediately a competition of another kind; the original is lost. Have we to do with an oar race, such can only take place when both contestants use oars. Have we to do with a race between sailing and rowing such can only be when rowing is opposed solely by sailing. Same way it is when means are used which impede those of a competitor without themselves having means in comparison.

Competition becomes, therefore, unfair by introduction of impeding or favoring means, which cannot be set off in the trial. When the rival activity is changed and does not stay fair then the results of the competition cannot be pure or fair either.

The third party outside the struggle is not harmed by unfair competition, only the interest that the competitor has in reaching the disputed goal is hurt. That shows plain when one simply prevents the other to exercise his competitious activity. He stands equal with every outsider who can use the same means of preventing. But the same relation exists when means are used which unfairly favor our own activity.

There are as many different competitions as there are aims, that people want to attain, or means to attain them by. It is obvious that it is not the duty of the law to protect every trade as such and punish its unfair competitor. The object is whether the interests that are injured during the unfair competition need protection per se.

It is a long time since it was made clear that such protection is necessary in competition.

We have seen before that the aim of every business man is trade and reward for his business labor, custom. If the services of one tradesman are of the same kind as those of another, if they tend both to fulfil the same wants of people as those of another, both competitors address themselves in order to find market for their services to people with the same wants. This, however, does not constitute competition between the two. For if one caters to the needs of people in China and the other to those in Germany, they are, notwithstanding the sameness of the wants, not competitors. Their field is different, their aim although identical, not the same. But competition originates immediately when the circle of persons to whom the tradesman wants to sell his services is the same. When two tradespeople try both to secure, each for himself, one custom, say of a town or a county, for the same wants by the same services. For with the same aim starts the competition. And the more different trades appear the more will they touch each other's custom circle, and the more are they exclusively dependent on the same custom. The more of them try to reach the same goal the sharper becomes the competition. Therefore it is natural that there should be competition in industry by the fact that many conduct the same business, and are forced, by the superfluity of the trades, to address themselves for custom to the same circle.

SELLING FALSE QUANTITIES.

Some articles are in retail only sold by certain quantities, which quantities are recognized by the certain accustomed way of packing—as cocoa, thread, soap, candles, steel pens, etc.

The consequence, particularly in the thread and yarn trade, was that the seller lessened the quantity, but sold in a form which led the public to believe said quantity to be there. This trick can hurt the public when it has to pay the full price, as the competitor, when it is sold under price, giving the public the idea that it receives the same quantity for less money.

Every action is also unfair which, although tending to procure custom, does not consider the free will of the buyer, and therefore destroys the entire meaning of custom.

It is unfair competition when a competitor or a manufacturer usurps any right whatsoever belonging to another dealer or manufacturer.

It is natural that the unfairness of competition is mostly found wherever there is the greatest freedom of competition, and per contra, constituted unions which keep sufficient order. Therefore demand for protection against unfair competition is made immediately in consequence of the introduction of freedom in trade, and it is not chance, but necessity, if the French law courts ever since the revolution, which gave freedom in trade to the French, also render protection against unlawful competition.

As a necessary corelation to the centrifugal element, competition included in freedom of trade, comes therefore the centripetal element of prohibition of unfair competition.

Those laws which protect the right of invention or originator. The inventor is as such a profession of substantial value, before which its capacity of being used as a means of sale in business recedes entirely.

The taking hold of it by the law dates back to the origin of the law for the protec-

MOLASSES . .

If you are looking for Molasses for your Spring and Summer Trade, we advise you to purchase at once. All the advices we get favor an advance. We have secured several carloads of BARGAIN Molasses. This grade is leader. Flavor is good, color not dark and is a perfect baker.

LUCAS, STEELE & BRISTOL - HAMILTON

BROOMS For All Purposes

Ceiling Brooms---long bamboo handles.
Ceiling Brooms---extension bamboo handles.
Carpet Brooms --bamboo handles.
Carpet Brooms---long corn.
Heavy Brooms---for warehouse or mill work.

All our own manufacture from carefully selected stock. We can make up brooms in any style, in round lots, to suit purchaser.

JAMES TURNER & CO. - - HAMILTON, ONT.

Spring Shipments

"REINDEER" BRAND

Condensed Milk, Condensed Coffees, Condensed Cocoa, Evaporated Cream.

There is always an active demand at this Season.
It will pay you to keep a well assorted stock of "Reindeer" Goods.

SPECIAL BARGAINS } TEAS! TEAS! TEAS!

Crown Brand, in packages I's and ½'s.
Tetley's Teas, in packages I's and ½'s.

FULL LINES } CEYLON, ASSAM and JAPANS

SEE OUR TRAVELLERS OR WRITE FOR SAMPLES BEFORE YOU BUY.

THOS. KINNEAR & CO. WHOLESALE GROCERS TORONTO

tion of labels, which, in reality, is only a precursor of the present law. The member of the commission, Roerer, tried in the deliberations on the proposed plan for a law to protect labels, to extend said plan to unfair competition. But in order not to impede the quick enactment of the proposed label law, which was pressingly necessary by the changes in the old label law, this extension was given up. But the Reichstag recommended to the federated governments to lay before it as soon as possible a proposal for a law by which unfair competition in business and trade should be counteracted.

In the Reichsanzeiger appeared then a proposal for a law against unfair competition. After having been debated on and considerably criticised, this proposal has been with some changes laid before the Reichstag. It has received some more changes as well in the debate in commission as in the acceptance resolutions at the Reichstag.

The new law has taken the same road of former laws, to protect only certain means of traffic and to forbid traffic by certain unfair means, and to menace the use of these last under certain circumstances with punishment. But it has enlarged the circle of these means a great deal indeed, compared to formerly, so that in fact a great part of unfair competition is included. This bringing into prominence of some unfair acts is well calculated to counteract unfair competition with punishment, but not so well when it concerns the question of damages. The amalgamation of civil and criminal regulations has not been favorable to the law. It is not the intention of the law to furnish a license to all cases of unfair competition, which it does not mention, in so far as they are liable as violations of law according to general law principles, and does not pretend to be the only regulations as regard to this matter. And it is devoutly to be hoped that the courts will apply the Golden Rule, which is given in Vol. 27 of the decisions of the Supreme Court. "It is by means of analogy that the courts apply the existing laws to the newly originated phenomenons of life."

Another portion of the explanation of the aforesaid law says: "The law does not aim at the protection of the interest of the customer of trade services, but at the protection of the tradespeople."

The one who brings an action for damages must be a business man, not only, but one whose business is in competition which brings into prominence that the action must be with the object of maintaining fair competition. But the law affects only him who makes them in favor of the competitor in order that the sale of trade services be made to the injury of another and, therefore, in favor of himself.

UNTRUTHFUL ADVERTISEMENTS.

In reference to the publication of false advertisements, the responsibility does not rest on the publisher, as it says that "he who makes the false announcements is to be considered, not as a participant, but as a tool simply of him who makes the declaration." It is where the sales circle to which the business men will dispose of their efforts are the same, and when the efforts which they dispose of, and for which they try to establish custom is the same or identical. When these conditions coincide only have the persons, to be considered customers, the choice.

Further, it does not cut any figure whether the advertisement is more or less quacklike and obtrusive. It naturally follows when several tradespeople compete that they should solicit the customers for their wares. To accomplish this the offer on the part of the business man must necessarily be an advantageous one to the purchasers. He may call special attention to such circumstances as "better quality, lesser price," which make his offer appear more favorable to the customer than that of his competitor. There is nothing wrong in that.

This competing for custom has, however, a limit and this is constituted by the conceptions of custom itself.

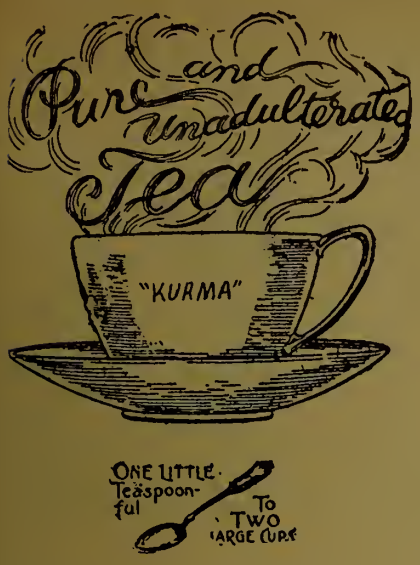
When this is lost sight of the causing of the appearance of an extraordinary offer becomes unfair competition. Since it can only be considered to be genuine custom as long as the buyer has the free choice to become customer or not it must follow that as soon as the advertising injuries said "free choice" it transgresses the limits, introduces an activity that does not compare with that of the competitor and thereby renders competition unfair. This is done when deceit or misconception is connected with the advertising. This misconception is then caused by this deceit and not by the quality of the services. The deception which is apt to cause the semblance of a particularly favorable offer must, according to law, have been caused by untrue statements of matters of fact.

When prize marks are false then the business man who makes use of them, not only enlarges his custom at the cost of those who do not possess them, but also at the cost of those who do.

Everyone has the right to sell these goods for what price he chooses, even when thereby he lowers the prices of the other merchants, but the price may not be lowered by pretended false facts. Here there is, in fact, no lowering of price at all compared with the other competitors, the buyer receives de facto less goods for less money, but he believes, trusting to the outward appearances of the package, that the customary measure is given, but that he pays less for it. The law speaks generally about the "origin" of the goods. The origin mark can have relation as well to the person of the producer as to the place of production.

Permutations are not only possible between marks, but also between marks and names of goods. For instance, a soap which is sold under the name "Star" soap can be mistaken for another soap which the competitor has provided with a package ornamented with stars.

The liability for causing substitution should always be judged from the standpoint of the consumer.



"KURMA"

CEYLON TEA

The Finest Package Tea in Canada.

Every grocer should handle it. It will give you a good margin and will build up your tea trade. Write us for particulars.

THE DAVIDSON & HAY Ltd.

Wholesale Agents TORONTO

The law on unfair competition does not contain any limitation either in regard to the there-mentioned localities. The source of origin can, therefore cover single pieces of ground, towns, larger or smaller districts, provinces, states and countries. For instance, Solinger cutlery, Bielefelder linen, Brussels lace, Lyons silk, English steel, Holland cheese, etc.

When a product undergoes several phases of manufacturing and receives them at different places, then it is decided by the rule of the traffic, or rather of the buying public to which place and to which phase a mark of origin has reference.

Fraudulent advertising is ruinous as much to the purchaser as the competitor. Look how labor and everything else has descended to a sort of sodden state in this country since its advent. Its workings are a blight on humanity. Look at our social conditions to-day! The vast department stores swallowing up the lesser merchants. The trusts and combines dictating terms of trade to retailers and consumers covering the necessaries of life, while forcing down wages. The tiller of the soil cannot now make enough to pay his taxes; capita and labor, land and landless, employer and employe confront each other. Wild imaginings and hostile thoughts grow day by day. Society is being more and more unequally divided into rich and poor, and those who frame our laws and carry on our Government consider these conditions natural and unavoidable. Instead of removing social and trade inequalities their policy has been directed solely to the advantage of predominant interests, resulting in breeding a pauper class and entailing immense expenditures on workhouses and prisons consequent on man's social debasement and selfish competition.

The fact is, that excessive greed and inordinate selfishness are brutalizing and degrading man. Society rests, as it were, on a volcano and strife reigns everywhere. Why? There are many reasons, but not a few of those can be attributed to the inadequacy of our business laws.

The day of statesmen seems to have disappeared. Instead we have sharp, shrewd corporation advocates who cringe before the brigands of trade and ruthlessly trample on the rights of the humbler but more useful members of society.

Perhaps no class are directly responsible for this state of affairs, because it is in the order of our social evolution and foreshadows the decay of systems inadequate to the needs of the hour. It is the outcropping of the present tyrannical vices of trade.

If these forces continue to intensify, as they have done recently, we shall expect that all good patriotic American citizens who are defrauded out of a chance to make a

FOUR GOOD LINES

PURE GOLD

FLAVORING EXTRACTS
BAKING POWDER
SUGAR ICINGS IN PACKAGES
Finest Flavors, ready for use.
TOMATO CATSUP

These lines are guaranteed to be of the highest quality. Unsurpassed by any other.
IT WILL PAY YOU TO HANDLE THEM.

RESULT—Good Profits. Pleased Customers.

31 AND 33 FRONT STREET E., TORONTO.

decent living by these indecent frauds will quietly perish in the midst of plenty as politicians have utterly failed to attain the highest good for the individual which is indispensable for the welfare of the whole—it is the paramount duty of the business interests—the great body of the trading class—to rise up in their might and rescue our nation by honest and rational methods from perhaps the horrors of a revolution, which is likely in the end to result from the one-sided tendency of our laws or I should say their interpretation.

No one can forecast the contingencies that may hasten or delay this desideratum. One thing is inevitable. We must look to the higher laws that older civilizations have found necessary to equalize the conditions of competition. If we could only generalize our patent and copyright laws which are enforced against any intent to deceive, then we could soon abolish the present legalized leeches of trade. Then by impartial justice, coupled with liberty secured by law, with rights acknowledged and duties voluntarily assumed, would arise the humanity of the future, vigorous in health, blest with the best faculties, unburdened by false estimates of success, unblighted by the curse of our modern "bargain" counter and fresh with the spirit of "live and let live."

MALT VINEGAR.

MALT vinegar is an article which is brewed from malt and grain. To be pure it must contain no added acids or chemicals. England is the great manufacturing centre of this description of vinegar, a vinegar which is produced by the process of brewing and subsequent fermentation and acetification. In regard to aroma, taste and preserving qualities, malt vinegar, as everyone knows, stands high. The demand for malt vinegar is steadily increasing in all the great British colonies, a good evidence of its quality.

Purnell, Webb & Co., of Bristol, England, have brewed their celebrated pure malt vinegars for over 100 years. Samples have frequently been taken for analysis under the Food and Drugs Adulteration Act (England), but have never had the slightest reflection cast upon them, while on the other hand, eminent analysts have given splendid reports on the absolute purity and high character of their goods.

They are favorably situated for exporting their goods to Canada, the firm's brewery being at a large port on the western coast, with good and regular service of steamers, charging moderate freights, running direct to Montreal during the summer months.

The firm have been steadily but quietly working up a trade with Canada for the past ten years, and last spring the managing partner was in Canada to appoint agents in the principal cities and arrange for further developing their export trade to the Dominion, which they value highly. A specialty of the firm for export trade is a pure spiced malt vinegar, containing a splendid blending of the best pickling spices, thoroughly matured, the use of which saves the purchaser all cost of spices and reduces the labor of pickling to a minimum.

Every possible care is taken to ensure fixed standards of strength, quality and color, good strong casks and prompt delivery of goods.

The prices and merits of Purnell, Webb & Co's vinegar are well worthy of being examined by the wholesale trade of Canada.

CURRANT SITUATION.

In their circular dated March 1, Hancock & Wood, of Patras, Greece, say of currants: "According to our last report, dated 8th ultimo, total shipments of currants amounted to 121,039 tons, and stocks remaining on this side for shipment were put down at about 20,000 tons. We have since found that this figure is excessive; shipments since 8th ultimo have amounted to 3,500 tons, principally for the Continent, and stocks in Greece and the islands, according to the most reliable information, are only: Pyros, 5,800 tons; Calamata, 2,350 do; Filiatra, Gargaliano, etc., 1,000 do; Patras (principally provincial), 1,500 do; Pylos, 450 do; Missolonghi, Nauplia, etc., 250 do; Zante, including provincial, 430 do; Cephalonia, 1,700 do; total, 13,480 tons; less 15 per cent retention, 2,020 tons; total available for shipment, 11,460 tons; whereas fully 30,000 tons will be required in order to supply markets of consumption with their usual importation. It is needless to say that, under these circumstances, the market is advancing daily. To-day nothing can be had under 13s. 3d. c.i.f. London, half-cases, marks 12 Caf. Rotterdam, bags and francs, 28 Caf. Rouen. There is considerable demand from France, but French buyers will not yet pay above price."

ORANGES AND THE U. S. TARIFF.

The Dingley bill puts a duty of ¾c. per lb. on oranges and lemons, if it becomes law, says The Fruit Trade Journal, and at least the United States weighers will have a busy time, and the importers will have to see that justice is done to them in the way of tariff. The rate talked about will be equal to at least 50c. per box on oranges and 60c. on lemons. It will not stimulate the early orange business next season, unless there should be a failure of what is expected from Florida, etc. Steamer folks will have to concede something on the rates of freight so as to help business.

PRESENTATION TO J. M. DILLON.

A NUMBER of the members of the Western Ontario Commercial Travelers' Association assembled in the association's rooms, Masonic Temple, London, on Saturday afternoon, to give expression to their esteem for their ex-president, J. M. Dillon, of A. M. Smith & Co., wholesale grocers.

J. M. Dillon.

At the meeting of the association held in December last, the members resolved to give a tangible expression of their appreciation of the services of their retiring president, who had held the position during the past two years. A committee was appointed to make the necessary arrangements, consisting of Wm. Gray (chairman), C. E. Perry, H. G. Collamore, Samuel Munro. Harry Line, Bert Wilcox, J. M. Logan, F. H. Crabbe, John T. Green, James Granger, J. C. Hazard, T. P. Blackwell and Alfred Robinson.

The committee discharged its duties well. Through the assistance of Mr. Bowman, of Bowman, Kennedy & Co., a handsome silver service of a novel design, consisting of twelve pieces, was procured and presented to Mr. Dillon as before stated, on Saturday, together with an illuminated address.

President Gray read the address, which was as follows:

Dear Sir,—We, the members of this association, on your retirement from the office of president, take the opportunity of expressing our deep sense of obligation for the very able and courteous manner in which you have discharged the duties during your two years' term.

We beg your acceptance of the accompanying silver service, and beg to express our most cordial wishes for the happiness and prosperity of yourself and family.

Signed on behalf of the association:

WILLIAM GRAY, president.
SAMUEL MUNRO, treasurer.
ALFRED ROBINSON, secretary.

The sentiments expressed in the address were emphasized by a number of the members present, and Mr. Dillon replied in a neat speech.

Among those present were Messrs. R. C. Struthers, W. L. Underwood, G. A. McGillivray, E. R. C. Struthers, R. W. Coates, and James A. Kennedy.

EXPORTS OF BRITISH TEAS.

The increase in the demand for Indian and Ceylon teas in foreign countries may be seen by the following comparison of exports during the past six years:

	Pounds		Pounds
1891	14,643,751	1894	28,773,886
1892	18,405,237	1895	36 739.126
1893	25,830,818	1896	42,324,202

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

VERY OLD HIGHLAND WHISKY.

GOLD MEDAL CALCUTTA EXHIBITION

Cockburn & Co.

ESTABLISHED 1796. *Leith & London.*

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

A BARGAIN

PURE JAMS AND JELLIES

Do you use them? Prices and quality right. If you want a bargain in these goods, write

R. J. GRAHAM, - - BELLEVILLE, ONT.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

SHIPMENTS of medium-grade Ceylons, Pekoe Souchongs and Pekoes are to hand with the Davidson & Hay, Ltd. These teas show good value in the cup for 25c. lines.

Demerara sugar is selling well with the Davidson & Hay, Ltd.

McWilliam & Everist have a shipment of extra fine Messina lemons arriving.

A shipment of "Jupiter" Vostizza currants arrived this week for the Eby, Blain Co., Ltd.

T. B. Escott & Co. have in stock a carload of nice light syrup in half barrels at 28c. per gallon.

The Eby, Blain Co., Ltd., are offering the American Cereal Co.'s Farina in 1-pound packages.

The Davidson & Hay, Ltd., are quoting close figures this week on choice Patras currants in half-cases.

Some attractive values are offering by Lucas, Steele & Bristol in sardines in tomato sauce, ¼'s.

The Eby, Blain Co., Ltd., announce that they are this week offering special value in all kinds of fish.

Warren Bros. & Co. have a large shipment of "Ruby" brand California prunes arriving this week.

W. H. Gillard & Co. have on the way a large shipment of Gillard's pickle and Gillard's new sauce.

T. B. Escott & Co. are offering 2,500 lbs. of whole roasted Rio coffee in barrels or kegs at 16c. per lb.

"Gilt Edge" orange marmalade, very fine quality, is offered by Lucas, Steele & Bristol, packed in 6 and 7-lb. pails.

Shipments of 3-crown California loose muscatels and California prunes arrived this week for the Davidson & Hay, Ltd.

T. Kinnear & Co. have taken into stock a shipment of "Santa Cruz" California prunes, 40's to 50's and 60's to 70's.

Clemes Bros. are unloading a carload of fancy lemons, and they have two carloads of "Date Palm" California oranges arriving this week.

A. P. Tippet & Co., Montreal, report a brisk demand for Lazenby's solidified soup squares. There are twelve varieties; boxes of one dozen assorted.

Dawson & Co. have arriving this week a carload of extra large grades of Valencia oranges. They have taken into stock a shipment of Messina lemons.

The Eby, Blain Co., Ltd., report the arrival of a shipment of "Santa Cruz," "Harvest" brand and Griffin & Skelly's California prunes, 40-50, 50-60, 60-70, 80-90, 90-100's, in boxes of 25 lbs.

The Eby, Blain Co., Ltd., report that the sales of their cleaned currants are increasing daily. They have three brands—"Kalamos," "Morea" and "Vonitsa."

T. B. Escott & Co. have just purchased another large pack of canned goods. They are offering 2,000 cases at 50c. for corn and 65c. for peas. They have 100 bags of dried peaches at 6c. per lb.

The high-grade grocery specialties of L. A. Price, Bordeaux, France, are well known to the trade in Canada. This concern has, up to the present, not been directly represented in Canada. This spring, however, A. P. Tippet & Co., Montreal, have been appointed Canadian agents for this well-known house.

HAMILTON PURE FOOD SHOW.

HAMILTON'S Pure Food Exposition is going to be the grand success that energy, pluck and hard work deserves. The committee of the Retail Grocers' Association and the School of Domestic Science are confident of this, but are nevertheless working all the harder. It is estimated that during the week beginning Monday, April 5th, and ending Saturday, April 10th, over 25,000 people will visit the drill hall to see and learn from the interesting and instructive features of a Pure Food Exposition. It is going to be a great show in every respect, and there can be heard on all sides expressions that should prove very pleasant to the promoters.

Chairman F. R. Close reports that all the spaces allotted for exhibitors have been taken with but two exceptions, and he says that there are at least ten firms considering these two. He is pleased that the best houses in the country are supporting this affair, thereby showing that they at any rate appreciate the advantages to them from an exhibit at an exposition of this nature.

In the way of attractions, perhaps a most interesting feature will be the ten-year-old girl twins making butter in the dairy booth in the latest scientific and most improved methods. From the very beginning of the process to the end they do the work themselves, and they thoroughly understand their business. It is said that it is next thing to being utterly impossible to tell them apart and there is not an ounce difference in their weight.

Housekeepers on all hands are looking forward to Mrs. Rorer's lectures, and from present indications, such as fast ticket-selling, etc., the seating capacity of 1,000 in the lecture room will not be sufficient. Mrs. Rorer's reputation all over the continent as a speaker on household questions makes her lectures of great value.

Farmers' day, Thursday, April 8th, will, no doubt, be the biggest day of all. The attractions for this day are especially numerous and varied, and every farmer and his family in Wentworth and surrounding counties will receive a special invitation to attend. Musical talent—band, orchestra and vocal—will be at the Exhibition every evening in the very best quality obtainable, and other means are being taken to vary the interesting and instructive features in other pleasant ways.

Excursions to the Pure Food Show are at present occupying the minds of the Transportation Committee and of the railway officials. Special rates will be given on nearly all lines and special arrangements made. The ladies of the Schools of Domestic Science in Brantford and London have signified their intentions of sending a large number of their members, and the wholesale and retail grocers of all the surrounding cities, towns, etc., it is expected will also attend. Physicians' Day will also have its quota of visitors to the city.

The programme for the week is as follows:

Monday	Opening Day.
Tuesday	Physicians' and Invalids' Day.
Wednesday	Grocers' Day.
Thursday	Farmers' Day.
Friday	Citizens' Day.
Saturday	Education Day.

The committee would like to have the grocers from outside towns and cities attend. Those who make known their intention of going to Hamilton will receive complimentary tickets from the secretary, W. J. Tulk.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

THE popularity of the jams, jellies and marmalade put up by T. A. Lytle & Co. is shown in the constantly increasing sales reported by that firm.

W. H. Gillard & Co. advise that they have still a few boxes left of choice family natural figs, in 28-lb. boxes, at a low figure.

Lucas, Steele & Bristol: "Certainly we believe in molasses; an advance is sure. Prospect of a duty with present low price makes it safe for the buyer."

The Eby, Blain Co., Ltd.: "Our sales of 'Kolona' tea are on the increase. The output last week was enormous. We sent out thousands of pounds."

Lucas, Steele & Bristol: "All our back orders for 4-bar 'Circle' tea are now filled. The cases of ½'s and 1-lb. are packed black and mixed assorted."

THE YOUNG CLERK.

ALMOST every young man who enters a retail country grocery store as a clerk soon becomes imbued with one particular ambition, writes J. M. B. in Grocery World. After he has worked in the business long enough to get a faint idea of the deeper intricacies of it, he often becomes possessed of a strong desire to enter a wholesale house in some city.

Scarcely a young clerk ever lived who did not look forward to a higher position than that which he first occupies where he is generally compelled to take down the shutters at six o'clock in the morning and sweep out. He constantly looks forward and fondly follows up his career, until he has reached his favorite position, which may be that of a shipping clerk in a jobbing house.

A glimpse, then, into the various duties of a shipper, and also into those which he must fulfil in a wholesale house before he arrives at a shipper's elevation, will be both interesting and instructive as a beginning for this department.

When a grocery clerk passes from a country store to a big wholesale house in a large city, he is first put at work handling goods and helping to fill orders. It is hard work, a great deal harder than he has been having, and he only gets about $5 a week for it ; but he must go through with it or he can never expect to secure his coveted position. In a store where there are four or five floors, each filled with classified goods, he is usually started on the top one, in company with an experienced man. He must work on these upper floors until he is thought sufficiently valuable to be promoted to the ground floor, which is that of the shipping clerk.

His work is precisely the same down there, but he has an opportunity to gain an insight into a shipper's duties. He works here until he has thoroughly learned to distinguish different brands of goods, and so render his filling of orders easy and systematic. Then, perhaps, he may become a shipper.

There is a great deal of delusion regarding a shipping clerk's duties. To the entirely uninitiated one, they seem a maze of bewildering intricacies. To the clerk who has a faint inkling of the business they constitute what is commonly termed a "snap." And yet neither is right. A shipper is a very important individual in a wholesale house of any kind, and he has to be thoroughly familiar with just what he should and what he should not do, or he is a dismal failure.

Some houses combine the duties of shipper with those of both receiver and dispatcher. The receiver is supposed to do nothing but receive stock, while the dispatcher simply superintends the loading of out-going goods onto the wagons. When a shipper is all these, he is of course much better acquainted with the whole business, as it practically all runs through his hand.

A shipper, simon-pure, has to fill all orders. He is given the order slips in the morning, or whenever they come in. These he classifies : what part of the building they are to be filled from and to what part of the city they must go. When this is done he enters them in the railroad book, and makes out the order receipts. Then he must personally supervise the filling of the orders. When these are done there is a fresh batch awaiting him. And so on throughout the day.

This does not sound very difficult, but it is generally conceded to be practically the hardest job in the establishment. He must be thoroughly acquainted with the stock, so that he can effectively and quickly fill his orders, and when it is considered that the average house fills on an average of 600 large orders weekly, it doesn't seem such a snap to be a shipper after all.

One of the best shipping clerks in this city was telling me the other day how he learned the business. "The best advice which I could give to a new man," said he, "is for him to be willing to start at the foot and learn. The worst and most common fault of the new man is his extreme self-satisfaction as to the amount of general knowledge he has acquired during the few years he has worked in a small store. He must be quick and ready to pick up things, and he will be sure to get along. And above all things don't keep looking at the clock to see how near closing it is."

EAST INDIA PICKLES.

One of the most delicious pickles ever offered the American or Canadian public is that prepared by Williams Bros. & Charbonneau, of Detroit, Mich., and known as East India pickles. The manufacturers write that they have been almost "swamped" with orders and these have come from several foreign countries as well as from all parts of the United States and Canada. Besides the East India they put up an excellent assortment of mixed pickles, gherkins, chow-chow, pearl onions and catsups, in imperial pint and half-pint bottles, which are meeting with large sales. The Canadian agents for this firm, A. E. Richards & Co., of Hamilton, write that they are taking orders freely for these goods, particularly for the half-pints, which can be retailed at 15c. At this low price we anticipate for the goods a ready sale.

PEANUT SITUATION.

THE Gwaltney-Bunkley Peanut Co. have issued the following on the peanut situation, dated Smithfield, Va,, March 18th : "About the first of May, 1896, the Virginia Peanut Association made a canvass of the stock of Virginia peanuts in Virginia and North Carolina ; the result was a showing of 290,000 bags, as reported to the association May 5th. This was about right, except at a few points the quantity was underestimated. Such was notably the case at Norfolk, and 325,000 bags proved nearer correct. Included in this were a good many old farmers' goods, and 20,000 to 25,000 bags of fancy hand-picked nuts held mostly on speculation, a large portion of them being of 1893 and 1894 crops. This entire stock was closely absorbed and sold into consumption by November 15th, and a smaller quantity was carried over than for several years. In the past two weeks we have looked up the present stock as carefully, we believe, as it can be done ; we cannot find 30,000 bags, and think there are not over 275,000 bags of Virginia nuts in Virginia and North Carolina. A large portion of these are only fit for shelling, and a much larger quantity must be used for low grades of cleaned goods. From the stock of May 5th, 1896, there was available about 175,000 bags fancy hand-picked nuts. From the stock now in sight we do not think over 75,000 bags can be produced, certainly not more than 100,000 bags, and the season to dispose of them is a month and a half longer then when the association made its estimate. About June 1st of last year speculators commenced to realize on their holdings, and offered their goods ¼ to ½c per lb less than association prices, and continued to force them on the market at cut prices until disposed of, which was late in October. This demoralized business in peanuts throughout the country, and was the primary cause of the dissolution of the association. If these speculators' goods had not been in the way, and such persistent effects made to depreciate the value of old goods, it is very probable prices of May 5th would have been sustained. Dealers will congratulate themselves that these two disturbing elements are not with us this season ; speculators hold scarcely any hand-picked peanuts, and there is a minimum quantity of old ones of any kind."

LOW-GRADE PEACHES FIRMER.

Private mail advices from San Francisco are to the effect that low-grade peaches have been clearing up fast and that it will only be a short time when the fancy kinds will begin to move. Consequently, holders of the latter are very firm in their views.

A WORD ABOUT FRUITS

Your customers have been feeding on apples for such a length of time that they would very likely appreciate a change. We have to offer---

California Evap. Fruits,
Peaches, Apricots,
Nectarines, Egg Plums,
Ruby Prunes, French
and Bosnia Prunes, Etc.

Canned Fruits of all kinds at extremely Low Prices.

H. P. ECKARDT & CO., Wholesale Grocers **TORONTO**

Think, if you can, of the patience and time it requires and the expense it involves to handle each piece of "Rose Brand" Bacon three times in six days during the curing. Yet even if everything else is right, we believe that this is the only safe way to keep the flavor mild and the color best. . . . . .

"Rose Brand"

Three in Six.

Bacon.

Infinite care in details at every point in the manufacture—this brings quality up. It makes "Rose Brand" Bacon what it is—highest quality through and through. And this is so because everything else is right at the start. Once you sell your particular customers "Rose Brand" they will buy no other.

The Geo. Matthews Co., Ltd.
Ottawa and Peterborough.

THE HUNT . . . .

for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr., **St. Catharines, Ont.**

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
Limited.

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INDEPENDENT OF THE STATES.

INSTEAD of being, as it was designed, a brake upon Canada, the new United States tariff promises to be an impetus-giving factor.

The increased spirit of independence and confidence in our own resources which the aforesaid new tariff has developed makes this evident beyond all peradventure.

Canada has done her part, and more than her part, in trying to bring about closer trade relations with the United States. We have even humiliated ourselves in our efforts to secure the desideratum. But our cousins would have none of us.

Their reciprocity goal is a number of petty half-civilized South American republics. Why this should be so is past man's understanding.

According to the figures collated by the United States Government the total exports of that country during the fiscal year 1896, to the Central American States, South American States and West Indies were valued at $70,683,393. Of this $7,844,880 went to the Central American States, $26,541,529 to the West Indies, and $36,296,984 to South America.

As there are twenty-six countries included in the list appertaning to the three parts of the world in question, it means that the exports to each averaged but $2,718,591 per year. Eight of the countries therein included took less than half a million dollars' worth. Bolivia, in fact, only took $21,907 worth. The largest customer is Mexico, with $19,450,256. Next in order comes Brazil with $14,258,187. These are the only nations the exports to which show eight figures.

Canada, on the other hand, alone last year took nearly $60,000,000 worth of United States products. The exact figures shown by the United States report are $59,689,597, and our own report places the figures at $58,674,024.

Taking the figures as given by the Washington Government, the exports of the United States to Canada are 310 per cent. larger than the largest of her customers in Central or South America or the West Indies.

Nations, like individual merchants, who improperly treat their customers, are sure to suffer thereby. And the United States is certain to suffer for its persistent unfriendly trade treatment of Canada.

Canada has no desire to be estranged from the United States commercially. It is natural that our relationship commercially should be very close. But the demagogue type of politician which predominates in United States politics seems determined that natural conditions shall not obtain. Perhaps by-and-bye the common sense of the people of that country will prevail. Then the current of trade between this country and that may be cleared of the unnatural obstructions that now beset it. But by that time it may be difficult to turn the current back even to its natural channel.

In the meantime Canada must look elsewhere for markets for her surplus produce. And where shall we look to but the British Empire? That is our goal. That is our manifest destiny.

The measure of success we shall attain in reaching it will depend largely upon ourselves. Our destiny is in our own hands. The Motherland may help us, but the duty of working out our salvation devolves chiefly upon ourselves.

We have within our borders everything that is essential to the upbuilding of a great nation. Our natural inland water system is the best in the world. Our soil is capable of great possibilities. Our fisheries are not equalled in the world. Our forests contain wealth untold. In mineral wealth there may be some nations who equal us, but there are none who surpass us.

We have, indeed, a goodly heritage; and all we need to do is to develop it.

With such a wealth of natural resources as Canada possesses, she has no need to be dependent upon the United States. The only thing we are dependent upon is our own energies.

The responsibility resting upon the shoulders of the Federal Government is great. Canada has arrived at an epoch in her history when wise statesmanship in the Federal authorities was never more demanded.

Canada must ultimately become a great commercial nation. But much will depend upon the next few years for the realization of that fact. A false step will mean sooner or later that we shall be compelled to retrace a step in order to get back to the right starting point when we ought to be well on the highway.

Our politicians, those who may be out of power as well as those who may be in power, should be characterized by a minimum of partyism and a maximum of Canadianism.

We need a fast Atlantic service, both passenger and freight, and all hands must unite in securing it.

We need an augmentation of population, and all must assist in inducing it.

We need a better and cheaper cable service across the Pacific and to the West Indies, and here again is a common cause.

We need preferential trade with the British Empire, and here again all hands are called upon deck.

We need more up-to-date business commonsense agents in foreign countries, and here united action is enjoined.

We need to advertise this country more. Even in the country to the south of us, gross ignorance abounds as to Canada and its climatic conditions. Those, either in America or Europe, who sit in darkness in regard to Canada, should have the light of truth disseminated among them. And here is a work to which both political parties and men of all conditions can lend their aid.

What Canada is will depend on what Canadians make her. Let us to the making.

During the first six weeks of 1897 the shipments of tea from Colombo, Ceylon, to Canada and the States were 140,000 pounds, against 44,000 in 1896, showing how steadily the Ceylon teas are working their way into popularity in this country.

COLLAPSE OF DEPARTMENT STORES.

THIS may be the age of department stores, but some of the department stores do not appear likely to attain to maturity, let alone old age.

The fact of the matter is that some of them are getting a dose of their own poison: They are dying from the effects of over-competition. Some are failing outright, others are going into liquidation, and still others are quietly going out of business.

The race is too hot for them. The press despatches show this. But we do not require to go away from home for evidence.

Toronto is, in Canada, the home of the department store. And there within the last couple of years four of this peculiar kind of stores have gone out of business. If we take one house, which assigned and eventually started up again under new ownership, we can make the number five.

The four departmental stores which have gone out of business are : "The Mammoth," R. Walker & Son, McKendry & Co. and Sutcliffe & Co. The last named, it should be explained, will not be finally closed for another week or two.

Special adaptation appears to be demanded for conducting a department store, as well as a good many other things. Evidently the proprietors or managers of some of them are deficient in this quality. Hence the dissolutions, which, of course, provide food for satisfaction for the regular dealers.

Chairman Dingley stated in the United States House of Representatives on Monday that saw logs would be free under the new tariff. He evidently does not wish to be at loggerheads with the Michigan mill-owners.

GLUCOSE.

Glucose touched a figure a few days ago which brought the prices to the lowest on record by about 5c. per 100 pounds. At the price now ruling the duty of 1¼c. per lb. is about 160 per cent., and some sales have been made in Toronto on which this rate was paid. This week, however, a reaction has set in, prices having advanced about 9c. per 100 lbs.

The imports of glucose into Canada are not given separately in the returns, but the imports of "glucose or grape sugar, glucose syrup, or any syrups containing any admixture thereof," were 2,652,477 lbs., valued at $41,813, on which the duty paid was $32,878.41.

Glucose is, of course, used nearly altogether by the confectioners.

The man who was born with a good fund of energy was more richly endowed by Providence than he who came into the world with a silver spoon in his mouth.

SUGAR EXCITED.

THE absorbing topic in grocery circles at present is whether or not a duty will be advised on raw sugar in the tariff which is to be brought down at the ensuing session of Parliament.

The wholesale grocers generally take an affirmative view, and have been acting in accordance therewith.

About ten days ago a leading Montreal concern placed a large order with the refineries, and when the news got round it was intimated that they had a sure tip on the matter.

Other houses, both in Montreal and in the west, followed suit, with the result that quite a large quantity of refined has been put into store by jobbers during the past fortnight or ten days. In fact, during the current week it is claimed that refiners have refused orders except with the proviso of an advance in the event of a certain contingency.

It is worthy of note also that the latter have been heavy buyers of raw sugar in New York during the past ten days, taking in the aggregate over 5,000 tons.

In a word, the general conditions of the market are firm, refiners being heavily oversold in New York.

HE WANTS A MODEL.

A retail grocer in an Ontario town, who proposes opening a department store, writes : "I am desirous of building a new store (departmental) for a $12,000 stock. Can you inform me where I can see an up-to-date store of this character which would serve me as a model."

Remarks : If any of our readers can further the desired information will they kindly address "A. B." care of THE CANADIAN GROCER. THE EDITOR.

THE CHEESE SITUATION.

CHEESE has advanced another 6d. in England, now being quoted at 57s. 6d. The condition of the Toronto market is no criterion as to the condition of the outside market. It is the dumping ground for culls, and at present buyers are waiting for deliveries of new make fodder cheese.

But, generally speaking, a great deal of confidence prevails in regard to the market for choice September and October makes of cheese.

According to advices received from England, the idea seems to obtain there that Canadians have cheese up their sleeve, as it were, ready to be dropped at any time.

Those holding that view are, doubtless, laboring under a delusion.

As far as the province of Ontario is concerned, it is estimated that the stocks of September and October makes of chesse do not exceed two thousand boxes. At this time last year THE CANADIAN GROCER knows one man alone who held 25,000 boxes.

The few who are holding late makes of choice cheese have confidence in the market, and so, apparently, have those who want to buy.

On Tuesday a bid of 11¼c. was made for 500 boxes, but the holder would not take less than 11½c. Although no transaction took place, negotiations are still pending.

EARLY TARIFF PROMISED.

Hon. L. H. Davies, Minister of Marine and Fisheries, during the course of a speech delivered in Aylmer on Saturday night, stated that the budget, together with the new tariff bill, would be introduced early in the session.

It is to be hoped it will be, and the Government should see to it that nothing but impossibilities prevent such being done.

Nearly everyone realizes that a revision of the tariff is necessary, but at the same time the wheels of commerce are revolving very slowly pending the advent of the new bill.

It is to be hoped that the Government fully appreciates this fact, and will bring down the budget at the earliest possible moment.

VANILLA EXTRACTS FIRM.

IT is quite within the possibilities that an advance in the price of flavoring extracts may be witnessed before a great while.

This probability is based upon the advances which have taken place recently in the price of vanilla beans.

These advances during the past eight months have aggregated from five to six dollars per pound. The percentage of increase ranges all the way from 50 to 140.

If these figures are maintained vanilla extract makers declare they will be compelled to advance the price of their product.

Vanilla beans come from Mexico and France, but those from the former country are considered the best.

There is a great deal of adulterated vanilla extract on the market. Some, it is declared, is vanilla in name only, nothing but substitutes being used in the manufacture. It is well that the trade should know this, and buy nothing but the output of reputable houses.

IMPROVED APPLE MARKET.

THIS week's cables announce a better market in Great Britain for apples of good quality. The market there is, however, glutted with poor and wasty fruit.

At the prices ruling last week exporters were losing money, but as values, according to this week's cables, are now ruling about 20c. per barrel higher than then, shippers are coming out about even.

Exports of apples are still large, about 35,000 barrels being shipped from the various Atlantic ports, Canadian and United States, last week.

Up to the end of last week the exports, since the beginning of the season, aggregated, in round numbers, 2,784,000 barrels, against 717,000 for the same period a year ago, an increase of over 985 per cent.

CHEAP TAP FIGS.

There appears to be at present on the Toronto market a more than usually large quantity of tap figs.

As the demand is not as good as last year, owing presumably to the large supply of domestic green and dried fruits, holders are naturally becoming anxious sellers.

In order to reduce stocks, large lots are being freely quoted at 3¼c. per pound, net, and small lots at 3½c. These prices, it is claimed, are below to-day's cost price.

The degree of life which a business enjoys will be the ratio of life which the merchant possesses. The business is but the reflection of the merchant.

GROCERY SALESMEN'S OUTING.

THE drummer, besides knowing how to sell goods, has a faculty of enjoying himself at the same time. In fact he is generally of an optimistic frame of mind, and it is right for the sake of the goods he sells that he should be of this cheerful disposition. A glum, blue looking individual will never turn in many orders to his firm.

Being generally a good fellow, therefore, it is natural to expect that he would be especially so when he started out to find enjoyment for enjoyment's sake, and those who rode out with the Montreal wholesale grocery travelers to the Back river last Tuesday evening will readily endorse this opinion.

The occasion was the second annual gathering of the city travelers and salesmen of the metropolis, and to show that they were not selfish they took along their wives, sisters, and other people's sisters and cousins with them.

There was a nice tasty little banquet, and afterwards the gathering chased the hours in the dance until long after midnight.

At the banquet table President Massicotte presided, and had at the guests' table Ald. H. Laporte, of the firm of Laporte, Martin & Cie.; A. D. Fraser, of Fraser, Viger & Co., and V. Raby, representing the Retail Grocers' Association ; J. H. Lamoreux, and J. A. McLean, of the Canadian Cocoanut Co.

The other members of the association who looked after the general enjoyment of those present were W. H. Dunn, vice-president ; P. Grace ; C. A. Morin, treasurer ; and P. Gannon, secretary, while the committee were J. A. Dionne, N. Lapointe, E. Masse, Jos. Ethier, J. E. Manning, A. E. Cardinal, W. Duckworth, G. Jubinville, W. A. Childs, A. Lacroix, G. Latreille and W. F. Leclerc.

STRONGER MARKET FOR DATES.

ACCORDING to current reports there has been no time when the somewhat erratic market for Persian dates has been so uncertain as at the present time. The principal holders, tired of waiting for the demand from consumers, had sought to move stocks more freely by offering them at auction, but the result, it is claimed, shows that buyers are not to be interested, except when the consuming trade shows a disposition to take hold. The results of the recent auction sales, it is stated, were disappointing to the holders, the quantity disposed of representing a comparatively small part of the stock offered.

However, the holders were not entirely discouraged, as the available supply is claimed by them to be considerably less than that offered at this time a year ago, and consequently they look for higher prices later on. They are supported in their contention for better prices by the statistics, which show that the shipments of new crop were over 20,000 boxes short of the quantity shipped during the same period a year ago, while the requirements of consumption have not apparently decreased. Yet, at the present time, there seems to be enough stock in sight to cover ordinary requirements of consumption between the present time and by arrival of new crop.

The feature of special interest in the market just at present is the prospect of a higher duty and this has stimulated the consuming demand within the past few days, but the movement, according to all reports, has been comparatively light.

London stocks are said to be quite large for this season, but in view of the prospect of an advance of one cent per pound in the duty on Sair and three-quarters of a cent per pound on Hallowees, not much if any more stock will be shipped from there to the United States before the new duty goes into effect, as present spot quotations are from one-half to three-quarters of a cent below the London prices.—N.Y. Journal of Commerce.

LATE J. COWAN.

J. Cowan, a gentleman well known to the business community of Canada, died suddenly in Montreal last Tuesday.

Mr. Cowan has not been in active business life for some years, as he retired from the firm of H. Chapman & Co., commission merchants, some years ago. Since his retirement this business has been carried on by the remaining partner, Mr. Walter Wonham, under the style of W. H. Wonham & Co.

To Reduce Our Stock

We are offering SPECIAL INDUCEMENTS
for prompt buyers in . . . .

Carr & Co.'s High-class English Biscuits
Craven & Son's English Confectionery
Rowntree's Chocolate
Buchanan's Jams, Marmalades and Peels

ROBERT GREIG & CO. 456 St. Paul Street MONTREAL

LORIMER'S WORCESTERSHIRE SAUCE . . . .

A STANDARD LINE and READY SELLER.

Always in Stock
with the Sole Canadian Agents

Robert Greig & Co.,

MONTREAL.

Maconochie Bros.

LONDON

This firm is famous the world over
for excellence in

Jams	Marmalades
Potted Meats	Fish Pastes
Pickles	Sauces

Fresh Herrings
Kippered Herrings, Etc.

Robert Greig & Co., Montreal

IMPORT AGENTS
for Provinces of Ontario and Quebec.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, March 25, 1897.

GROCERIES.

THE volume of business during the past week has been of no great proportions. but it is better than it was at the time of our last review. This is probably more in evidence in regard to sugar than anything else, several carload lots having changed hands during the week. Tea, on the other hand, is not receiving much attention. Canned vegetables, particularly peas and tomatoes and low-priced corn, are in fair request. Currants are again a little firmer in the primary market. The most striking feature of the dried fruit market locally is the improved demand which has developed for prunes, and for Californias particularly. Low-priced tap figs are being offered freely. California evaporated fruits are not receiving much attention. In other lines of goods the conditions are much about the same as a week ago.

CANNED GOODS.

Peas and tomatoes are in fairly good request. The tendency of prices in these two lines is upwards. Most wholesale houses appear to have no peas to offer under 75c. This appears to be also the ruling figure for tomatoes. We hear of one retailer endeavoring, without success, to purchase a round lot of tomatoes at 70c. A good enquiry is being heard for low-priced corn, but this seems to have been pretty well cleaned up. Wholesalers are asking 60c. for standard brands. Canned fish of all kinds is in much about the same condition as a week ago. We quote standard brands as follows: Tomatoes, 75c.; corn, 60 to 70c.; peas, 70 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50 to $1.55; cohoes, $1.15 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

Wholesalers report a fair demand for Rio coffee at quotations. The outside market is steady. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Syrups appear to be scarce, some of the refineries having none to offer. The demand is light, however. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Prices are higher on New Orleans molasses, a telegram received in Toronto this week announcing an advance of 2c. per gallon in the primary market. Bids made at old figures were refused. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The improvement in the sugar market noted last week has continued, and there is a much better feeling in consequence. Prices remain as before, but there is a hardening tone in sympathy with the outside markets, while business is more active. Several carloads have changed hands during the last few days, chiefly it appears for shipment to points in northern Ontario. Beets were slightly easier in London on Monday. Wholesalers quote granulated at 4 3-16 to 4¼c. for 5 barrels and over, and at 4¼ to 4 5-16c. for less than 5 barrels; 3½c. per lb. upwards for yellows; Demerara crystals, 4 to 4½c.

SPICES.

Business is quiet with no further changes reported as to price. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed

BUTTER TUBS

Best White Spruce

We are booking orders for Spring delivery, at special rates.

Write us

WALTER WOODS & CO.

HAMILTON

Brooms, Brushes, Paper, Twines

Grocers' Sundries

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal

For Price List.

Teas Come and Teas Go

BUT . . .

"SALADA"

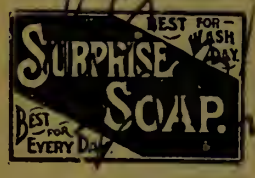
CEYLON TEA

goes on increasing in popularity with the grocer, and with the consumer. Because it is the finest of all Teas, and it is guaranteed to give you better satisfaction than any other, or you can return it.

SALADA TEA CO.

25 Front St. East - - TORONTO
15 Niagara St. - - - BUFFALO
318 St. Paul St. - - - MONTREAL

Monday is Wash Day



In the large majority of homes all over Canada. Surprise Soap is the soap that is used in about nine cases out of ten. Must be a good soap to handle—don't you think so?

EASY TO SELL AND ALWAYS GIVES SATISFACTION.

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, quoting 2½ to 3½c. for choice to fancy stock.

NUTS.

Nuts are quiet and featureless. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

Business in these lines is without special feature. We quote: Rice, Standard "B," 3¼ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

Spot goods are still being picked up, but there is practically nothing doing otherwise, except in China black teas. Indian and Ceylon teas continue firm in England. Pekoe Souchongs, which were selling there at 6½d. to 8d. last week, advanced ¾d. per lb. Teas that were selling at 1s. 2d. are up 3d. from the lowest point Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

A cable received a few days ago from Patras stated that the currant market there continued firm. Stocks on the local market are firmly held. The demand is fairly good. We quote as follows: Provincials, 4⅜ to 4½c. in bbls.; fine Filiatras, in bbls., 4½ to 4¾c.; do, half-bbls., 4½ to 4¾c.; Patras, 5 to 5¼c. in bbls., 5⅛ to 5¼c. in half-bbls., and 5⅛ to 5½c. in cases; Vostizzas, cases, 6 to 8c.

There is nothing doing in Valencia raisins. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are in much the same condition as Valencia raisins. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Malaga raisins are devoid of feature. We quote: Dehesa clusters, $3 to $4; Non Plus Ultra, $5 to $5.50; Imperial bunches, $4.50 to $5; Imperial Russian clusters, $4.50 to $5.

Tap figs are being offered at unusually low figures, there being a large stock of them here. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 7c. in boxes.

Dates continue quiet. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

California prunes are in good demand this week, principally at from 7½ to 9½c. Prices have been shaded a little on California prunes owing to the competition of lower grades of other prunes, principally those of Oregon growth. A good many cheap French prunes are going out. Bosnia prunes are in fair request. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

California evaporated fruits are quiet and unchanged. We quote as follows: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

GREEN FRUIT.

California navel oranges are about done for the season and more attention will in the near future be paid to California Mediter-

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. TORONTO.

E. NICHOLSON

124 Princess Street, **Winnipeg, Man.**

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Correspondence solicited from Manufacturers and Importers.

Jobbing Trade only supplied.

References : R. G. Dunn & Co., Bank of Ottawa. All Wholesale Grocery Houses in Winnipeg.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC

Kettle-rendered Lard of best quality

..Preservatives and Seasonings a specialty..

FRESH ARRIVALS

NEW VALENCIA ORANGES

. . . ALSO . . .

CALIFORNIA NAVELS

We want your trade.

CLEMES BROS., - Toronto

51 Front Street East.

ranean sweets and California seedlings. Valencia oranges now on the market are of excellent quality, and they are meeting with a good demand. There are good supplies of lemons on the market and they are meeting with good request. A good trade is reported in bananas. Both Florida and Louisiana strawberries are on the market but they are not much wanted. Apples are in a little better demand locally and slightly higher prices are being obtained. This may be more due to the fact that the farmers' deliveries are not so free as they were. We quote : Oranges—Valencias, ordinary, 420's, $4 to $4.25 per case; large 420's, $5.75 to $6 ; 714's, $4.50 to $5 per case ; marmalade oranges, $3 to $3.50. California navels, $3 to $4.50 per box, according to size. California Tangerines, $3 per box. Lemons—Messinas, $2 to $2.75 per box for both 300's and 360's, and $2.25 to $2.50 for choice ; cocoanuts, $3.75 a sack and 60c. per doz. Apples—Baldwins and Russets, $1 to $1.25 per bbl.; Spies, $1.50 to $2. Onions, $1.50 per 80 lb. bag for Danvers ; cranberries, Cape Cod, $5 to $7 per bbl. and $2.50 per case; Canadian cranberries, $4 to $5 per bbl. ; bananas, $1.25 to $2. Pine apples, 20 to 25c. each. Strawberries, 30 to 40c.

BUTTER AND CHEESE.

BUTTER—Good butter of all kinds is scarce, but low grade and medium are still a glut on the market. The price of good to choice butter is higher. Creamery butter is in good demand at steady prices. We quote: Dairy butter—Tubs, 13 to 14c. for good to choice ; low-grade to medium, 7 to 9c.; large rolls, 14 to 15c. for good to choice, and 7 to 10c. for low-grade to medium ; pound prints, 15 to 16c. for good to choice. Creamery—Tubs, 19 to 20c.; 1-lb. blocks, 20 to 21c., according to make.

CHEESE—The cheese market is slightly higher in England. On the Toronto market people are only buying from hand to mouth, awaiting the arrival of fodder cheese. Choice September and October makes are held at 11½ to 12c. per lb.

COUNTRY PRODUCE.

BEANS—Dull and unchanged. Ordinary mixed lots are quoted by wholesalers at 40 to 50c. per bushel, and choice hand-picked at 75 to 80c.

DRIED APPLES—The market is dull and weak. The same figures are being paid for choice fruit as before, but ideas are lower in regard to inferior goods. Choice are quoted by wholesalers at 2 to 2½c., and fancy at 2½ to 3c.

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE. DERBY.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . .

140 Princess St. Market Square WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

Brisk demand for all good Roll Butter. Selling at 13 to 15c. for large Rolls and Pounds . . .

EGGS STEADY AT 11c.

Correspondence invited
Consignments solicited

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

JAPAN JAVA

MOUNT ROYAL

RICE

MILLS BRAND

PATNA BURMAH

D. W. Ross Co., Agents.

G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**

42 SCOTT St TORONTO.

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

EVAPORATED APPLES—There is a little enquiry for evaporated apples for home consumption, but there is no export enquiry. Prices are much as before. Wholesale quotations are: Quarters, 2¾c.; sliced, 3c.; best brands, 4c.

EGGS—The demand is fairly good, but deliveries are liberal and prices lower at 10½c. for lots and 11c. for single cases.

POULTRY—The demand is good and supplies light. We quote: Chickens, 40 to 70c. per pair; turkeys, 10 to 11c. for bright stock; geese, 7 to 8c.; ducks, 70 to 90c.

POTATOES—The market is glutted and prices are easier than before, 18 to 20c. being the idea on track for carload lots, and 28c. out of store for small lots.

MAPLE SYRUP AND SUGAR—There is a little being done in last season's goods. Shipments of this season's syrup are expected in a few days. We quote syrup at 70 to 75c. per gallon and sugar at 8½c. per lb.

FISH AND OYSTERS.

Lenten season and all as it is, trade continues quiet with prices unchanged. We quote: Manitoba white fish, 5½ to 6c.; ditto in kegs, $4.50; frozen trout, 5c.; ditto in kegs, $4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.75 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; haddock, 4½c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, $1 per 100; fresh water herring (heads off), $2.50 per keg; smelts, 6 to 9c. Oysters are quoted at $1.20 for standards, and $1.50 for selects.

SALT.

There is a fair trade doing at unchanged prices. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PROVISIONS AND DRESSED HOGS.

A further advance is to be noted in the price of meats and the demand is active. Lard is steady and in fair demand. There are not many dressed hogs coming forward, and prices are higher at $6.40 to $6.50 for light weights and $5 to $5.50 for heavy weights.

DRY SALTED MEATS—Long clear bacon, 6¼ to 6½c. for carload lots, and 6¾ to 7c. for small lots; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11c.; rolls, 7½ to 8c.; hams, large, 22 lbs. and over, 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 11¾c.; backs, 10 to 11c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6¼c.; tubs, 6½c.; pails, 6¾c.

BARREL PORK—Canadian heavy mess, $12.50; Canadian short-cut, $13 to $13.50; clear shoulder mess, $11.50 to $12.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN — Receipts of grain are fair. We quote: Wheat, 76½c. for white and 73c. for red, and 62½ to 63c. for goose; oats, 21 to 22½c.; peas, 41½c.

FLOUR—Still very little doing. Manitoba flours are a little lower. We quote in carloads on track, Toronto: Manitoba patents, $4.70; Manitoba strong bakers', $4.30; Ontario patents, $4.30 to $4.50; straight roller, $3.85 to $4, Toronto freights.

BREAKFAST FOODS—Business is quiet. We quote: Standard oatmeal and rolled oats, $2.80 in bags and $2.90 in bbls.; rolled wheat, $2.50 to $2.60 in 100-lb. bbls.; cornmeal, $2.25; split peas, $3 to $3.25; pot barley, $3 to $3.25.

PETROLEUM.

There is no change. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

MARKET NOTES.

Eggs are lower.

A good business is reported in tobaccos.

Another advance has taken place in cured meats.

New Orleans molasses has been advanced 2c. per gallon.

The price of Wethey's condensed mince meat has been reduced to $11 per gross. It was formerly $12.

A reduction has taken place in Chadwick's super six-cord spools of cotton, the price now being: 200 yards, $3.80 per gross; 300 yards, $5.40 per gross.

Margaret H. Young, groceries and provisions, Toronto, has assigned to J. B. Boustead, Toronto. A meeting of the creditors will be held 29th inst.

California prunes in the smaller sizes have been reduced ¼c. per lb. on spot in order to meet the competition of Oregon-grown prunes, which are being offered on the local market.

R. J. Graham, of Belleville, wants to purchase a few carloads of dried apples, and is asking for samples and quotations. He is offering jams and jellies at special prices for the next two weeks.

Indications point to a crop of about 100,000 barrels of pineapples from Cuba this year, according to The American Grocer. This is about one-half the usual quantity. The fruit will not be large, as it will be mostly of two and three years' planting, few slips having been put out last year, owing to the disturbances on that island.

WE ARE *PAYING CASH* **FOR** **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. Toronto

"ANCHOR" brand
Salmon

Absolutely the finest salmon packed.
Every tin guaranteed.

"Kolona"
Ceylon Tea

is a trade-builder.

Always uniform, every package guaranteed. All we ask is a trial order, and the Tea will do the rest.

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Manufacturing Grocers

TORONTO - CANADA

TANGLEFOOT

SEALED
STICKY
FLY PAPER

YOUR JOBBER SELLS IT...

STILL FURTHER IMPROVED.

BORDER	.	STRONGER AND MORE PLIABLE
STICKY	.	STICKIER AND MORE ENDURING
DESIGN	. . .	NEW AND PRETTIER
PRICE	. . . . .	LOWER
PROFIT	. . . . .	LARGER

Prices for 1897

REGULAR 45 CENTS A BOX (10 boxes in a case) $3.80 PER CASE

"LITTLE" 18 CENTS A BOX (15 boxes in a case) $2.10 A CASE

HOLDERS: $1.00 per Box of 50

TO WHOM IT MAY CONCERN

And it concerns every Merchant in Canada who either buys or sells JAPAN TEAS.

We, as the agents for the firm of

SMITH, BAKER & CO., YOKOHAMA

(and speaking from an experience of a quarter of a century) make the statement that SMITH, BAKER & CO. ship Teas which are more uniformly satisfactory than any others which leave Japan. We not only make the statement, but having made it are prepared to prove it.

Every Merchant or Dealer of Tea in Canada can demonstrate the truth of our words by a purchase from the Wholesale Trade of a few packages of the New Crop Teas when they arrive on the market---and can facilitate this by telling the travellers of every Wholesale Grocer or Tea Merchant that he (the buyer) will insist upon seeing samples of SMITH, BAKER & CO.'S Teas before purchasing. The experience of The Davidson & Hay Ltd., Toronto, proves that all our geese are swans--see last week's advertisement. "Things are coming our way," as the tramp said when the farmer fired the blunderbuss at him.

If any merchant experiences the slightest difficulty in procuring samples from the Wholesale Trade of SMITH, BAKER & CO.'S Teas and writes to us we will furnish information where to obtain supplies.

We are agents in Canada for the well-known firm of

IRWIN, McBRIDE, CATHERWOOD & CO., New York and Philadelphia

whose sole business as Tea Merchants gives us control of a most varied assortment of China, Indian and Ceylon Teas. Also agents for

PORT HOPE CANNING AND PRESERVING CO.

"Red Cross Brand of high grade goods."

Agents for the best grades of British Columbia Canned Salmon—"Golden Eagle," "Golden Oriole," "Golden Star," "Golden Axe," "Northern Lights," "Southern Cross" Brands.

Lightbound, Ralston & Co.

IMPORTERS and COMMISSION MERCHANTS

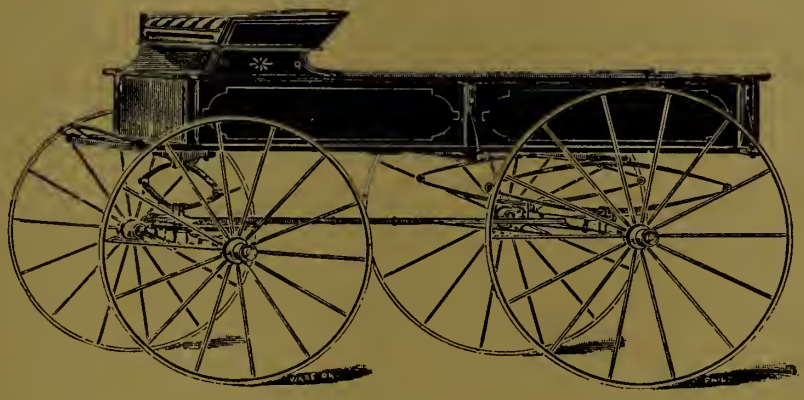
MONTREAL. TORONTO. LONDON.

With correspondents in every city in the Dominion.

Success in Business is Attained by Embracing Opportunities

HERE IS YOUR OPPORTUNITY

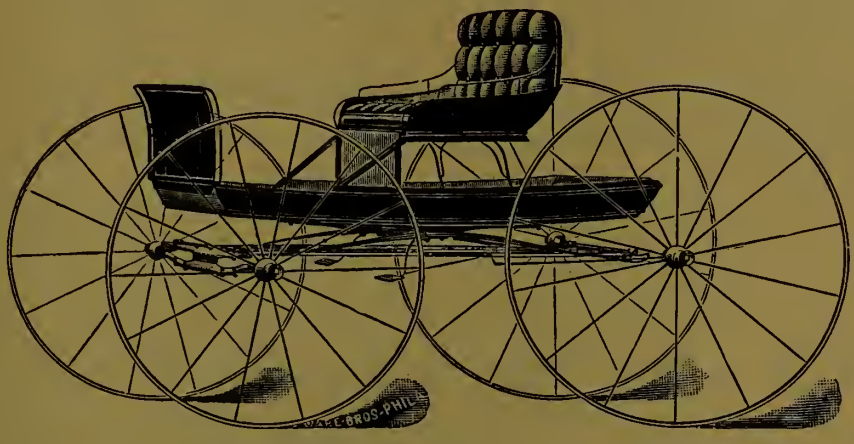
Have you a Delivery Wagon?



Don't You Want One?

These wagons are built by Wm. Gray & Sons, of Chatham. Each vehicle bears their name-plate and guarantee for one year.

Or do You Prefer This?



For General Business Purpose?

We have purchased a large number of these vehicles at a price enabling us to give merchants the benefit. We sell either of the above with a bill of our **Coffee, Baking Powder and Pure Ground Spices.**

We fully appreciate that spices with premiums offered by many manufacturers are, as a rule, cheap trash full of injurious adulteration and unfit to buy or sell. Every package of spice we ship **we guarantee absolutely pure** and ground from the best whole goods.

WRITE US FOR PARTICULARS.

The TORONTO COFFEE & SPICE CO. Ltd. Toronto

Allison Ranch Hydraulic Mining Co.

TREASURY STOCK $125,000

LIMITED LIABILITY

Authorized Capital, $250,000.
Divided into 50,000 Shares of $5.00 Each.

10,000 Shares are now offered to the public at Five Dollars per Share.

SMALL CAPITALIZATION MEANS LARGE DIVIDENDS.

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HEAD OFFICES—New Westminster, B.C.

The Company's Claims Consist of 640 Acres of Auriferous (Gold-Bearing) Gravel.

This property has been personally tested and examined by Messrs. W. S. N. Wills, Mining Engineer, and R. C. Lowry, A.M.I.C.E., both of whom have reported very favorably. Following are brief extracts from their respective reports :—

"In conclusion, I would say that I consider this one of the best hydraulic propositions that I have seen in British Columbia.
"W. S. N. WILLS, M.E."

"The line of ditch is an easy one; no rock cutting will, most probably, be required, and very little fluming will be needed. I think the property an excellent one. "R. C. LOWRY, A.M.I.C.E."

Six shafts have been sunk, aggregating one hundred and ninety-seven feet. Illustrated prospectus, giving full information as to the Company's properties, and also interesting details of hydraulic mining, will be furnished on application to

W. H. HALL or C. R. TOWNLEY At the Company's Offices Telephone 2,609. **56½ King St. East, Toronto**

THIS ENGRAVING is from a photograph of a portion of the Allison Ranch Hydraulic Mining Company's benches of gravel, showing Miners at work on the bed of the Tulameen at low water by means of wing dams. This mode of mining is of course very primitive and expensive and the gravel must be very rich to make it pay, as after the wing dam is built in the river the gravel has to be shovelled into sluice boxes and washed through. The fact that this class of mining has been carried on for thirty-five years in the immediate vicinity of the Company's properties proves the existence of Gold in the gravel in paying quantities.

QUEBEC MARKETS.

MONTREAL, March 25, 1897.

GROCERIES.

THE grocery market has presented no striking changes during the past week. The notable fact of the week is a disposition on the part of the sugar refiners to curtail their sales of refined sugar at current prices, while the jobbers are asking rather more money than they were a week ago. This disposition is due to the belief that prevails generally that a duty on raw sugar is on the cards at Ottawa when the tariff is brought down. The jobbers, it is learned, have been free buyers of sugar, which they have been putting into store during the past ten days, and the refiners are now disposed to curtail operations. On the other hand they themselves have been free buyers of raw sugar in the New York market in the past fortnight. The only other interesting fact, aside from this unrest regarding sugar, is the complete demoralization of the fish market, which is absolutely glutted with supplies.

SUGAR.

The sugar market exhibits no change locally except that there has been a good demand from refiners and now it is claimed refiners are refusing to sell to any extent ahead. The belief that a duty on raw will be advised next week, when the budget is brought down, accounts for the increased demand. As a consequence of these local conditions, and also that the market is firmer outside both on raw and refined, jobbers this week hold prices rather stiffer at 4¼ to 4⅜c. on granulated and 3⅜ to 3⅞c. on yellows.

SYRUPS.

Demand for syrups does not improve, and the market is dull and featureless as last quoted at 1⅜ to 1⅞c., as to quality, at the factory.

MOLASSES.

The molasses market exhibits a firmer tendency at primary sources, but there is no change on spot. Cables this week quoted an advance of 1c. in the first cost at the Island on Barbadoes, making the price 9c. So far importers here have done little business, and in a jobbing way prices are unchanged at 30 to 31c.

RICE.

There is no change in the rice market, and under a limited demand business is quiet. We quote: Crystal Japan, $5 to $5.25; standard B., $3.50; Patna, $4.50 to $5.25; Carolina, $6.75 to $7.75; choice Bermuda, $4, and Java kinds, $4.25.

SPICES.

Aside from a moderate jobbing trade in spices there is little to report. We quote: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

Business in coffee continues quiet, and except for some enquiry for Maricaibo, nothing has been doing in a wholesale way. We quote: Maracaibo, 17½ to 19c.; Santos, 15 to 18c.; Rio, 15 to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

The tea market is quiet but firm, the scarcity of low-priced teas of all descriptions continuing a leading feature. The jobbing enquiry runs principally to these goods, and stocks in wholesale grocers' hands are not excessive by any means. In fact, the tea market as a whole exhibits a very firm tendency. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

Valencia raisins continue steady. We quote: Ordinary off-stalk, 5¼ to 5½c. fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

Advices from the Coast on California fruit are firm and prices are held steady here. We quote: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown, 8 to 8½c.

Currants are quiet and steady. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.; cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes are as last quoted: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

Figs rule firm at 8 to 12c.

Dates continue quiet and steady at 5 to 6c.

Evaporated fruits remain as before: Evaporated peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 14 to 17c., and prunes, 8 to 12c., as to brand.

CANNED GOODS.

The canned goods market continues much the same. All prime canned vegetables are steadily held, but quite a lot of old-packed corn has, it is claimed, been offered here down to a low figure, 60c. being mentioned. For good, prime stock, however, prices are steadily held. Lobsters are another firm line. We quote: Tomatoes, 75 to 85c.; corn, 75 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $2.75 to $3 for 3's, $1.75 to $2 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.20; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $8.50 to $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

The past week of mild weather has caused further demoralization in the fish market, so much so that it is almost impossible to quote fresh fish, which are in large supply. The large quantity of Manitoba and other kinds of fish dumped on this market during the past two weeks has completely glutted the market. Receipts have not been confined to the fish trade, for recently a wholesale dry goods firm, an auctioneer and a dealer in hides have received car lots from customers up west, and this, combined with flour dealers, wholesale grocers and produce dealers, all having a shy at the fish business, has made it so much harder for the regular fish dealers. In pickled fish another sharp decline of 50c. to $1 per bbl. has taken place in Labrador and British Columbia salmon. Pickled herrings are 25 to 50c. per bbl. lower and green cod 15 to 25c. Prices on fresh fish are largely nominal, but frozen haddock and cod have declined ¼ to ½c. per pound, Manitoba fish of all kinds ½ to 1c., fresh salmon 1 to 2c. per pound and fresh herrings 30c. per 100. There is only a small demand for smoked fish, and as the supply is ample, prices are generally easier, except for smoked herrings, which are scarce and firmer at 12c. per box.

GREEN FRUIT.

There has been little change in green fruit during the week, a fair seasonable trade passing. We quote: California oranges, $2.70 to $4.50 per box; Valencia oranges, $3.50 to $4 per box; lemons, $1.75 to $3 per box, and $7 to $9 per chest; cranberries, $1 to $4 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, $7.50 to $8; bananas, $1.75 to $2.25 per bunch; pineapples, 20 to 35c. each.

APPLES.

The apple market continues firm under a steadily diminishing stock and it is doubtful if any really desirable fruit can be had now under $1.75 to $2.50.

DRIED APPLES.

Dried apples range from 3 to 3¼c., and evaporated 3¾ to 4c., with demand exceedingly slow.

COUNTRY PRODUCE.

EGGS—Have continued to decline since last report. The demand for small lots is good at 11¼ to 11¾c., and larger quantities at 10½ to 11c. per dozen. Limed eggs continue dull at 9 to 9½c., and held fresh at 7½ to 8c. per dozen.

BEANS—Business in beans was quiet at 60 to 65c. in car lots, and 70 to 80c. in a jobbing way.

POTATOES—The demand for potatoes was slow, and the market rules quiet at 35 to 40c. per bag in car lots, and at 45 to 50c. in a jobbing way.

FLOUR, MEAL AND FEED.

There has been considerable export enquiry for Manitoba flour, and also for Lower Port account. Otherwise the market is quiet. We quote: Winter wheat patents, $4.30 to $4.50; straight rollers, $3.90 to $4.10; and in bags, $1.90 to $1.95. Manitoba spring wheat patents, $4.60 to $4.80; and strong bakers', $4.25 to $4.50.

There was no change in feed, the demand being fair from both local and country buyers, and sales of Manitoba bran are reported at $12, and shorts at $13 per ton, including bags.

Oatmeal rules weak and 10 to 20c. lower, at $2.70 to $2.80 in a jobbing way for rolled oats.

In baled hay there was no new feature, prices being steady and sales slow at $8.50 to $9 for No. 1, and $7.50 to $8 for No. 2 in car lots on track.

CHEESE AND BUTTER.

Cheese continues quiet and without feature locally. Discussion regarding fodder cheese continues, and, whatever the facts of the case as claimed by the different factions, will do good if it tends to check the production of an undesirable article.

There is a steady jobbing demand for good creamery butter at 19½c., with under grades down to 19c. Roll dairy is becoming scarce and sells steadily at 14c.

The shipments of dairy produce for the past week were 67 cheese and 405 butter to Liverpool, 1,952 cheese and 16 butter to London, and 165 butter to Bristol.

MONTREAL NOTES.

The price of green apples is stiffening under diminishing stocks.

Cables on molasses quote an advance of 1c. at the Islands, the first cost now being 9c.

The market is absolutely glutted here with fresh fish and it is impossible to quote any prices. Declines in pickled stock are also general, as noted in our market report.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., March 25, 1897.

TRADE is only fairly active for general lines. The uncertainty regarding the intended changes in tariff is much felt and is more noticed as the time for the House to meet comes nearer, for now, even in little things, dealers feel like delaying placing their orders till they know where they are. Much interest is felt here in the changes suggested in the American tariff. The fish dealers are the most interested. Smoked herring and fresh salmon appear the most affected, and there is no doubt the extra duty will be keenly felt by our fishermen. Next to the fishermen the lumbermen are the most affected. Sugar has been a subject of much interest during the week. In cream of tartar low prices continue, but there is no sign of further weakening.

OIL—An improved demand is noted for lubricating oil. There is much competition and prices are cut fine. While orders are coming in, they are smaller than usual, consumers hoping to buy lower later on. The sale of burning oil is light. Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c.; prime, 16 to 17c.

SALT—Importations by steamer are about over for the season. The amount brought here has been large, and it has been largely distributed along the coast in both directions, as well as large quantities going inland. Prices have ruled low. Prices are, however, firmer owing chiefly to increased freights charged at this season. The sale of Canadian cheese and butter salt in barrels in bulk is beginning to open up. Our cheese factories and creameries seem to prefer this salt to the English, though, on account of the lower price of the latter, the farmers use it largely. We quote: Coarse, 45 to 50c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz

CANNED GOODS. — There is no large

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— FOR —
GOLDEN HADDIES
is very encouraging, and proves that
QUALITY TELLS
Don't make a mistake
but order Golden Haddies
In full pound cans. Every one guaranteed.
NORTHRUP & CO.
Packers' Agents, ST. JOHN, N.B.

LEONARD BROS.'
Montreal House
Are offering their usual large variety of
Fresh Frozen Fish
FRESH AND SALT WATER
Ask for Quotation
24 and 26 Foundling Street
MONTREAL

ALFRED POWIS
BROKER
HAMILTON, ONT.
is prepared to purchase a limited quantity of first-class
DRIED APPLES
Must be Bright and Dry.
WRITE STATING PARTICULARS.

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Saratoga Potato
CHIPS.
Grocers sell them.
Manufactured by . .
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TRADE
BEARDSLEY'S SHREDDED CODFISH
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Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

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The World's Best must be good, safe and profitable enough for every Grocer to handle.

COTTAMS BIRD SEED occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. s so popular from one end of the Dominion to the ther. All wholesalers

APPLES
FOR EXPORT.

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

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32 WEST MARKET STREET
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GEORGE MCWILLIAM. FRANK EVERIST.
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GENERAL . . **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

CHEESE.

The English markets have been advancing for some days and Cheese will be higher. We have:

CHOICE FALL MADE
LARGE SIZE CHEESE
TWIN CHEESE
STILTON CHEESE
"STAR" CREAM CHEESE
"PEPSIN" CREAM CHEESE
"MEADOW SWEET" CHEESE

Write for quotations.

F. W. Fearman
HAMILTON
HAMS, BACON, LARD.

business. Holders are not satisfied with the prices offered, but buyers advance their offers slowly. Peas are held firm, and higher prices are confidently expected. The same may be said of tomatoes. Corn keeps low. Oysters are easy, dealers in Baltimore wishing to clean up stocks before packing new. Gallon apples, though low, continue to show light sale. Canned peaches, firm. Pineapple, quiet and scarce, with prices tending upward. Practically no lobsters are to be had, and the high prices ruling are expected to be fully maintained. There is an improved movement in domestic sardines, including oils, mustards, and tomato sauce. Some grades of salmon are offered a little lower. Packers are beginning to talk up fall business. We quote as follows: Corn 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, $1.80 to $2; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.45 to $1.65; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.90 to $2; pineapple, $2.25 to $3; salmon, $1.25 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.15 to $1.25; clams, $5 for 4 doz; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—Business continues to improve. Apples show better sale, but buyers are particular regarding quality in oranges. Sales of California oranges are rather smaller owing to Valencias being now sweet and low in price. Nice blood oranges are now offered for sale. The last West India steamer brought a few tomatoes from Bermuda. Large shipments are expected next month. Strawberries begin to come in, but the demand is small and price high. There are no pineapples. Cranberries are awaiting offers. Lemons are low and quality good. Bananas are as yet light importations. We quote: Messina lemons, $2.50 to $3; oranges, Valencia, $3.25 to $4; California oranges, $3.50 to $5; bananas, $1.75 to $2.25; apples, $1 to $3 per bbl.; cranberries, Cape Cod, $4 to $5.50 per bbl.; bog cranberries, native, $1 to $4; strawberries, 30c.

DRIED FRUIT—Sales are light. The low price of evaporated apples has caused deal-

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One trial will convince you that
BROCK'S BIRD SEED
is the cleanest, best and most nutritious seed in the market. All wholesalers.
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

BUTTER
Good demand for choice Roll Butter. If you have any on hand, let us hear from you. . .

The WM. RYAN CO. Ltd.
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S. K. MOYER,
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Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
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YOU will ensure prompt returns by sending your produce to us. Our experience of a QUARTER OF A CENTURY ought to help you to secure best results.

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FRESH ARRIVALS
FANCY { CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.

HUGH WALKER & SON
GUELPH, ONT.

ers to place some orders, but they do not buy largely, outside demand being light. California prunes show improved sale, the lower prices helping the demand. Quality is good. Currants are firm and market tending upward. Sultana raisins, which have light sales here, are costing higher. Seeded raisins in cartoons do not show large sale. They are not well known and price looks high. Raisins are easy with but light sale. Onions are held in the hands of a very few, and the price keeps high. We quote: Valencias, 5 to 6c.; California L.M. 3-crown, 7½ to 7¾c.; London layers, $1.75 to $2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7 to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 5c.; onions, $3; cocoanuts, $4 to $4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8½ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Shows a better demand. Our wholesale dealers have been large buyers, and country buyers are now ordering more freely. The market price shows little change, though granulated is rather higher and all lines are firmly held. We quote: Granulated, 4⅛ to 4¼c.; yellows, 3¼ to 3¾c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—Some of the Barbadoes molasses, the first to arrive here this season, is showing nice quality. There is quite a range in the different lots in quality. Demand is only fair. The next lots to arrive will cost rather less money. In Porto Rico a cargo was on the way here, but it is delayed through bad weather. While the market there opens well below the opening price of last season, any bought now would cost much more than a large part of that sold here last season. We quote: Barbadoes, 25 to 28c.; Porto Rico, 28 to 30c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

DAIRY PRODUCE—Except cheese, values are low. Eggs are but fairly plentiful, and there is a fair demand, but buyers force the market to the lowest figure possible. Butter, if good, moves well, but values tend low, and outside points stand ready to ship here at low figures. Cheese is firm, but only a fair sale is being experienced. We quote: Dairy tubs, 14 to 17c.; creamery, 20 to 21c.; prints, 20 to 22c.; eggs, 10 to 12c.; cheese, 11 to 11½c.

FISH—The trade continues quiet. Almost the first good lobsters of the season were in the market this week. Prices keep high. The sale of fresh fish has been dull. The soft weather has about stopped the sale of frozen fish. Dry fish show light sale and are a little steadier in price. Pickled are in light supply with prices easy. Smoked herring show little life and have lost the small advance which took place a few weeks ago. Kippers show good sale, but bloaters are dull. Boneless have a demand for western trade, but the local demand is light. There are a few fresh gaspereaux running and during the week the first salmon of the season was caught. We quote as follows: Large cod, $3.25 to $3.50; medium, $2.85 to $3; pollock, $1.20 to $1.25; bay herring, $1.30 to $1.35 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl, $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box; kippered, 90c. per box; Barrington, $3.25 per bbl.; Shelburne, $3.50 per bbl.; frozen herring, 50 to 60c. per 100; frozen cod, 2 to 2½c. per lb.; lobsters, 4 to 12c. each.

PROVISIONS—During the week pork and all pork products have become much firmer. Clear pork we mark up 50c., though the market has really advanced more than that. In beef, which is now coming chiefly from Boston, the market is also firmer. Hams and rolls do not have large sale, but are higher. We quote: Clear pork, $13.50 to $14.50; mess pork, $12 to $13; plate beef, $12 to $13; hams, 10½ to 12c.; rolls, 7 to 8c.; pure lard, 7 to 7½c.; compound, 6¼ to 7c.

FLOUR, FEED AND MEAL—Flour has sold more freely during the past week. The market, after the decline, is again firmer, and an advance is looked for. Oatmeal keeps easy. Beans are quiet. The market seems firmer, but prices are low, and there is a limited sale. Cornmeal, which has been so low, seems to have an upward tendency, but there seems little chance for higher prices. Yellow eye beans maintain their prices well in the face of the low price of the white. Demand for buckwheat meal is becoming light. Seed continues to have large sale. The low prices at the beginning caused orders to be placed early. There is now a firmer feeling, and values are rather higher. We quote as follows: Manitoba flour, $5.15 to $5.20; best Ontario, $4.65 to $4.70; medium, $4.35 to $4.40; oatmeal, $3.15 to $3.25; cornmeal, $1.75 to $1.85; middlings, car lots, in bulk, $14 to $15; bran, do, do., $12.50 to $13.50; hand-picked beans, 85c. to $1; prime, 75 to 90c.; oats, 30 to 32c.; hay, $11 to $12; barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50.

ST. JOHN NOTES.

New Brunswick mineral water companies are doing a large business, and the outlook for the summer is good. One company has already contracted to ship a car weekly to Boston.

Capt. Clarence Anthony intends to open a grocery and general store in Bear River, N.S.

Large quantities of potatoes are being shipped from northern Maine to Boston via St. John.

St. John is to have another steamship line running to Bay ports this season. The steamer Westport will make weekly trips, leaving St. John on Saturday evening for Westport and St. Mary's Bay ports.

THE GROCER regrets to report the sickness of Mr. Tilton, of the well-known firm of Smith & Tilton. At the time of writing Mr. Tilton seems better, and his many friends hope to see him in his accustomed place soon.

Major Campbell, representing the MacLean Publishing Co., is spending a few weeks in the city in the interest of the several trade papers published by the company. The major reports an increasing number of subscribers through these lower provinces.

Winter export business from this port is still active. The value of the largest cargo shipped this season is put at $175,000, of which $67,700 were American goods. At present large quantities of lard are moving. In two days during the past week 23 cars arrived for export.

A PROMISING TRAVELER.

I KNOW a young boy who has the making of a smart business man in him. He hasn't yet seen 11 summers and is a traveling salesman. He is a big boy, of course, for his age, weighing 115 pounds, and I have seen "buds" of 21 on the road who couldn't touch him for manly appearance. He braces a merchant with the confidence and style of a man of 30, and is not discouraged when he is turned down. Self-reliance is a dominant quality with him, and he is also shrewd enough to know how far to carry his persistent efforts to sell goods so as to avoid giving offence. He tells some good stories of his road experiences, which would be well worth repeating if this space would allow it. Two will suffice. After having stopped over night at a country hotel the kind-hearted landlady would not accept anything for the services, and he said: "Well, Ma'am, I'm only sorry I can't carry your hotel around with me." He went in a hotel at another time for dinner and he asked the landlord his price. The landlord said, "50 cents, sir." "But, sir," expostulated the lad, "I can't eat 50 cents' worth." "Well," said the landlord, "we don't want you to. You see that's where our profit comes in." I intend to keep my eye on that boy. His development is worth watching.—Grocery World.

Smoked Hams
Smoked Rolls
Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.
Wholesale Pork Packers
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Broom Trade Slack ?

Brushes
Brooms
Woodenware

"Variety is the spice of life." The essence of all good business springs from variety. We make six different lines of brooms, each the best of its kind. In each line there is a variety of sizes. And prices are just where you'd like them to be, for good, honest workmanship. They will liven up your stock. Spring time is broom time. It's broom time now. Our illustrated catalogue—free. 127 pages.

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The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing ?* Write

Ewing, Herron & Co.
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Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson
TEAS
SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.
Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

Success in Selling

Depends upon the quality of the article sold . . . .

In Tomato Catsup

There is none better than we make. Put up in glass or wood.

Write for quotations.

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Vinegar Manufacturers
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DEMERARA CRYSTALS

CHOICE BRIGHT SAMPLE,

WARREN BROS. & CO.
85 and 87 Front St. East, Toronto.

FISH! FISH!

No. 1 Labrador Herrings, in Barrels and Half-Barrels.
No. 1 Split Herrings, in Barrels and Half-Barrels.
Pure Codfish and Scaled Herrings.

Prices right. Quality Guaranteed.

JOHN SLOAN & CO.
Wholesale Grocers
TORONTO

A Certainty

is better than an uncertainty at any time. Don't experiment on your customers any more than you have to.

Excelsior Coffee

has always been a favorite, and it is a profitable article in constant demand. Why should it be necessary to have your good trade experimented on with new brands having no reputation ?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
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BUY
Ivory Bar Soap
THE BEST MADE

SPECIAL VALUE
PRUNES
SPHINX
UNICORN
CALIFORNIA

PERKINS, INCE & CO.
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For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave

Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

ALLISON HYDRAULIC MINES.

ATTENTION is drawn to the advertisement in this issue of the Allison Ranch Hydraulic Mining Co. The Allison Ranch properties consist of 640 acres of rich gold-bearing gravel benches, two hundred feet high, and being two miles long by half a mile wide, situate on the north banks of the Tulameen River at Princeton, B.C.

To test this property some six shafts have been sunk, aggregating in all 197 feet, and the reports of two experienced engineers have been obtainad and are given verbatim in the company's very complete prospectus.

Messrs. J. H. Chewett, mining engineer, of Toronto, and C. H. Mitchell, hydraulic engineer, of Niagara Falls, have examined these and other reports and consider the properties exceedingly valuable, and the cost of experiment very light, as compared with other similar properties.

Very valuable water rights have been secured, the works necessary to bring the water to the gravel beds being of the simplest character ; in fact, these claims, it is urged by the promoters, possess all the features of a first-class hydraulic mine.

The company's prospectus contains estimates in detail, and gives the results of the various tests of the gravel.

Eastern investors will be glad to see the names of well-known local business men on the Board of Directors. The eastern board, which has its headquarters at Toronto, is composed of Mr. J. B. Laidlaw, manager for Canada of the Norwich Union Fire Insurance Society, who is also vice-president ; Mr. H. C. Dixon, of the well-known wholesale firm of Gillespie, Ansley & Dixon, and Mr. J. H. Chewett, mining engineer, all of Toronto.

From the placer mines of California up to 1883, $1,100,000,000 in gold was obtained. British Columbia has already produced $60,000,000 in gold from its placer mines, and with the aid of hydraulics there is every reason to believe that its gravel deposits will prove to be as rich as those in the country to the south of it.

Taking into consideration the low capitalization of the above company (only $250,000) and also the estimated small cost of equipment, it will be readily seen that this must necessarily mean large dividends for its shareholders in the event of the property proving as profitable as the directors hope.

The company seems to have done its best to safeguard the investing public, the whole of the stock being placed in the hands of the Trusts Corporation of Ontario, who are also registrars, and will countersign all certificates, and the promoters depend entirely for their profits upon the success of the mine.

PERSONAL MENTION.

Mr. Hellyer, of Hellyer & Co., Yokohama, Japan, was in Toronto this week on business.

Mr. J. W. Windsor, the well-known Montreal canned goods man, leaves on a trip to his factories in Gaspe this week.

P. C. Larkin has returned from a trip to the "Salada" Ceylon tea agencies in Buffalo and Pittsburg, and reports everything most encouraging. There is no question about it, he says, but that Ceylon tea will go far, in a very short time, not only to displace China and Japan teas in the United States, but also to displace coffee. He says it is meeting with favor wherever it is introduced. In Wilkesbarre alone there are 70 stores now selling "Salada" Ceylon tea, in Pittsburg close on to 150, in Buffalo about 300, a large number in Scranton and in a great number of the smaller towns.

PETERBORO' BOARD OF TRADE.

The annual meeting of the Peterboro' Board of Trade was held on Thursday night, when the following officers were elected : President, Mr. John Carnegie ; vice-president, Mr. W. Manson ; secretary, Mr. H. S. Macdonald ; chairman of council, Mr. Peter Hamilton. The board decided to unite with the Town Council in sending a strong deputation to Ottawa on April 6 to urge upon the Government the necessity of further work on the Trent Valley canal sytem.

The Only One

That is imitated among all brands of Cheese is "MacLaren's Imperial." That is because it is the most popular and the best. Manufacturers will tell you that this kind or that kind is "the same as" or as good as "Imperial." What better recommendation do you want for Imperial?

For sale by all Wholesale Grocers.

A. F. MacLAREN & CO. - TORONTO.

Heinz's Pickles.

Heinz's Tomato Ketchup is made of the best varieties of tomatoes, grown in localities possessing soil and climate adapted to their perfect development. The fruit is allowed to remain on the vines until fully ripened. It is cooked at once, and filled immediately into bottles, thus preserving the full natural flavor. Only sufficient spices are added to tone. It is a superlative relish for steaks, roasts, etc.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG U.S.A.

TRADE CHAT.

THE Banque du Peuple having succeeded in paying 50 per cent. of the claims against them, and in consideration of the dull state of business, ask for a supplementary delay of two years to discharge their remaining obligations.

Mr. J. J. Frankland, at one time the superintendent of the Toronto Street Railway Co., has secured the appointment as secretary of the Rossland Board of Trade, and will start for that city to take his new position in a few days.

Mr. J. M. Campbell, buyer for R. J. Whitla & Co., left yesterday on his semi-annual European purchasing trip. Mrs. Campbell accompanies him. They sail from New York by the White Star steamer Britannic, leaving on the 21st.—Free Press, Winnipeg.

Mr. Samuel Rogers, of the Rogers Oil Co., Toronto, interviewed the Controller of Inland Revenue the other day and asked that the regulation be changed to permit of oil being disposed of in tank wagons as well as barrels. The latter is done to prevent any possible loss of revenue to the Department.

The cheese factory project started some time ago in Strathroy, has assumed a new front, and a joint stock corporation has been formed for carrying on the work. The contract for the building, which will be put up on the lot at the east end of Front street, used as a skating rink this winter, has been let to Mr. H. Owens, who will commence work without delay, as it is to be completed by April 20.

The Australian correspondent of The London Economist says that the wheat harvest is turning out worse than was expected. In Victoria the yield is very disappointing, and the previous estimates of 4½ to 4¾ bushels per acre have been reduced to 3½ bushels; while in South Australia the estimate is as low as 2½ bushels. The Australian colonies will require about 7,000,000 bushels of foreign wheat.

The employes of the firm of Todhunter, Mitchell & Co. waited on Mr. Allan Saturday night at his residence, on Sorauren avenue, and presented him with an illuminated address and a marble clock on the occasion of his severing his connection with the firm as book-keeper. Mr. Allan has held the position for many years, and there is much regret that he is obliged to leave. The presentation was made by Mr. Cherry, and Mr. Allan responded in fitting terms.

SICILY FILBERT CROP.

In their circular of the 20th inst., the Hills Bros. Co. say regarding filberts: "The crop of Sicilys in 1896 was very short, but on account of the high prices demanded by holders the fall consumption was largely supplied with other qualities, principally Naples, which resulted that stocks carried over the first of the year in Sicily were rather large, reported in February to be some 13,000 bags. Price, however, has been firmly held there, as the stock appears to be controlled by a little syndicate of speculators. Supplies in this market are limited, and we are forced to advance our price to 7¼c. There are supposed, however, to be considerable quantities coming, to arrive in our market during April."

VALENCIA ORANGE SITUATION.

Houghton & Co. say in their last circular regarding the orange situation in Liverpool: Valencia—Renewed buying for America has caused a steadily hardening market throughout the week for all sound fruit, but "seconds" and "thirds" in condition, which lately have formed a more important proportion of arrivals, are rather easier, the home demand continuing disappointing. Jaffa in plentiful supply and mostly in poor condition; they, however, sell very freely, though at somewhat reduced rates. A further consignment of Sidon, of excellent quality, but mostly in very bad order, sold readily at our quotations. Bitters—The market goes from bad to worse, and miserably low prices have to be accepted to make any progress with the excessive arrivals from Sicily and Syria; the outlook is gloomy.

A CRITICISM.

Editor CANADIAN GROCER :

IN your issue of 19th inst. I read with much interest your editorial on the effect of the U. S. tariff on Canada. I think you give to your readers a very lucid illustration why the U. S. do not interpret the meaning of reciprocity to the satisfaction of Canadians generally, but your intemperate remarks are not borne out by facts in the same article.

1st.—You speak of the great increase in the duty on coal from 40c. to 75c. Now if you will turn to the present Canadian tariff you will see that all the time the duty of 40c. per ton has been charged on Canadian coal a duty of 60c. per ton has been collected by Canada on U. S. coal.

2nd, Lumber.—The U. S. duty will undoubtedly be one dollar, not, as you say, one to two or more per thousand. Now the Canadian tariff, by the use of the ever-present n.e.s., is 25 per cent. on manufactured lumber and timber, that n.e.s. covering any kind of lumber that the U. S. people would be likely to want to ship to Canada. So on manufactured pine board for any purpose valued at $10 per thousand there would be $2.50 per thousand duty, and a box or case made of lumber is taxed going into Canada three times the amount it would be at 25 per cent. by the thousand feet ; but this being the only use Americans have for that market for lumber, it is the only way Canadians can get at them on that commodity.

3rd, Horses ; 4th, Sheep ; 5th, Barley ; 6th, Beans , 7th, Hay.—You will concede that there is no market in Canada for the Americans in these products.

8th, Butter.--You say Canadians are not bothered about the duty on that. Well, that may be true, but the writer has seen carloads of butter go away from Front street, Toronto, at 10 to 12c. a pound that could not have been placed in any other market in the world on account of the quality of the goods.

9th.—Canada has no use for American cheese ; then what has she got to give the American dairymen for even the ten thousand dollars worth sent into the States ?

10th, Eggs.—The Canadian tax is 3c. a dozen, and the imports into Canada are almost wholly in the spring when eggs from the south come in early and bakers and large users of eggs are able to get them much cheaper than the home laid on account of the limited supply. Then, as the season advances, the supply exceeds the demand, and a market must be found outside. Then, what kind of reciprocity has Canada to offer as an offset for this market? She imports about 250,000 dozen in the spring and, according to your articles, he has about 7,000,000 dozen to export. How can the United States get at any fair basis of reciprocity on the egg product ?

11th, Potatoes.—Canadian duty is 10c. a bushel on sweets (which are not grown in Canada) and 15c. a bushel on all others, and Canada imports 63,000 bushels (mostly sweets), and exports 596,000 bushels. Can you get anything but a jug-handled reciprocity in potatoes ?

12th, Apples.—The Canadian duty is 40c. a bushel, and when packed in anything that is built or made out of lumber 20 per cent. on the package, and on the latter this duty is higher than the proposed United States tariff of 25c. per bushel. Now Canada imports 24,000 barrels, mostly early green fruit, and exports 567,000 barrels. Now, is there any way to arrange reciprocity based on equity in this product ?

Now I might make the same comparison in all agricultural products with about the same result, which all goes to show that Canada is an agricultural country, producing a vast amount of farm products, not one of which can be wholly consumed by her population, while a large number of these products grown in the United States are

Do Not Be Deceived

By unscrupulous imitators of The National Cash Register Company. We make 90 kinds of cash registers. Prices from $10 to $375.

We have just put on the market three new detail-adding National Cash Registers. No. 11 sells for $40, No. 13 for $60, and No. 14 for $80.

We do not buy registers sold by other companies. Public statements to the contrary are false. Persons buying such registers do so at their own risk.

We also sell second-hand National and other registers taken in exchange for latest improved Nationals at the lowest prices. Address Dept. P, The National Cash Register Company, Dayton, Ohio, U. S. A.

Toronto Office, 6 Rossin Block, King Street, W.

Montreal Office, 1685 Notre Dame Street.

British Columbia Office, Vancouver.

No. 13

wholly consumed by its own people. Therefore, it is hard for American farmers and fruit growers to see wherein there can be any kind of reciprocity in these products alone. Now what has Canada got to offer in exchange for this large difference in her exports compared with her small imports of like articles?

Some say her fisheries are an offset. Now, if you were to talk with the large exporting houses of Halifax, St. John and British Columbia, they will tell you they need the United States market as badly as the people there need their fish; and beside this, the United States farmer would not think of trading his products for fish. No; what the farmer of the United States wants is to see an outlet for the products of the large manufacturing interests of the south, the east and the west, that he may be able to feed those masses of mechanics in those hives of industries. The great hills and rivers of the New England states are studded with tall chimneys, and their surroundings do not produce enough for their table sauces, but the great central and western states are able to grow all that they need, so that any country that could exchange a market for the manufactured articles of this country would find no difficulty in getting a reciprocity law for anything, even to agricultural products; but the Canadian tariff to-day not only protects against these manufacturers (to which there is no objection), but they prohibit by a high tariff thousands of articles manufactured here that are not manufactured in Canada. Now, if the Canadian people wanted to give some measure of reciprocity for their agricultural products, let them go to Washington with an offer to let in at 10 per cent. any article patented in Canada and not manufactured there, and these people would be willing to arrange reciprocity on those lines; but as long as Canadians persist in a prohibitory tariff with the avowed object of forcing the manufacture of all goods in Canada, or exclude them, just so long there can be no reciprocity with the United States.

There are plants in the United States that manufacture articles and goods that the consumption in Canada would never warrant the establishing of a plant there or of even a manufacturer already established in Canada in putting in the necessary tools and machinery to manufacture them. In this case where does Canada benefit itself by excluding the product by high tariff? On the other hand, with a small duty the country would get revenue, and no one would be injured, and a fair exchange of imports and exports could be arranged on that basis.

I can hardly expect that Canadian journals or newspapers will be willing to print any criticism from a United States standpoint, but being a reader of your journal I take the liberty to send you this letter, and should be pleased to see it in print, and any answers that may come to it, as I am not biased either way, and should glory in seeing a just exchange of the products of the two countries based on equity.

Yours truly,

AMERICAN SUBSCRIBER.

New York, March 22, 1897.

THEY MAKE CHEAP CASH REGISTERS.

An imitation is never as good as an original. Particularly is this true of mechanical devices, in making which long experience, special machinery and skilled workmen cut so large a figure. Imitators of well-known concerns, who seek to trade upon the good reputation of another, are surely also unscrupulous. They make claims which they cannot justify, and statements which are absolutely false.

The National Cash Register Co., of Dayton, Ohio, U.S.A., with offices at 6 Rossin Block, King street west, Toronto; 1685 Notre Dame street, Montreal, and at Vancouver, British Columbia, has met with this kind of competition at various times during its career. A favorite claim of this class of unscrupulous imitators is that the National Co. does not make cheap cash registers. This statement is shown to be untrue by the advertisement of the National Co., which appears in this issue, in which are listed detail-adding cash registers as low as $40, with other registers of various kinds ranging from $10 to $375.

GALOPS CANAL

NOTICE TO CONTRACTORS.

SEALED TENDERS ADDRESSED TO THE UNdersigned, and endorsed "Tender for the Cardinal Section of the Galops Canal," will be received at this office until 16 o'clock on Saturday the 17th day of April, 1897, for the works connected with the enlargement of the Galops Canal.

Plans and specifications of the work can be seen on and after the 31st day of March, 1897, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Engineer's office at Cornwall. Printed forms of tender can also be obtained at the places mentioned.

In the case of firms there must be attached to the tender the actual signatures of the full name, the nature of the occupation and residence of each member of the same, and further, an accepted bank cheque for the sum of $150,000 must accompany the tender. This accepted bank cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted bank cheque thus sent in will be returned to the respectives parties whose tenders are not accepted.

The Department does not bind itself to accept the lowest or any tender.

Contractors are specially notified that the condition requiring the works to be wholly completed by the 31st day of January, A.D. 1899, will be rigidly enforced and all penalties for delay exacted.

By order,

J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 20th March, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

(15)

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR
OFFICE FOR
Patents Trade Marks Etc
MONTREAL.

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

DON'T BUY A refrigerator until you have seen the

EUREKA

It is built on scientific principles, and of best materials.

A catalogue will give you all details.

ADDRESS:
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

HALIFAX TRADE GOSSIP.

"BUSINESS is slack," seems to be the general utterance among wholesale men and jobbers. "Money is scarce," remarks everybody, but at the same time, if some person advertises a lot of trashy goods at cut prices, he can find lots of customers with the cash. Retail trade in some lines is fairly good, though business on the average is dull.

A Montreal paper recently computed the purchases of raw sugar by the Acadia Refining Co. at about 30,000 tons—quite a large amount of the article, but not so large when extended over several months, during which time it was being manufactured as received. Refinery prices are unchanged this week, although the market is reported stiffer abroad. The refinery is meeting with a good demand, but nothing to cause a rush.

Eggs are still "on the drop." To-day they can be purchased in Halifax in a jobbing way at 10c. per dozen by the case, which is the lowest figure ever known here at this time of the year. Dealers look for a further decline, and 8c. would not surprise anyone at Easter. Stocks are coming in freely from the surrounding country and also from P.E.I.

Cheese is an important article just now. It is both scarce and dear. As mentioned last week, nearly all the stocks are held by one firm—Smith & Proctor. The jobbing price to-day is 12½c. The wholesale quotation is 12c. Stocks here will soon be cleared up, and no cut in price is likely to take place before new stocks arrive.

Provisions are more encouraging. Chicago plate beef is quoted at $13; Boston plate, $12.50, and Canadian plate, $10.50. P.E. Island mess pork is still quoted at $12, and American clear at $14 to $14.50. Pure lard is worth 8c. Canadian side bacon is quoted at 10½c.

Canned goods are steady and dealers report an improved demand. Peas and corn are worth 70c.; tomatoes, 3rd, 75c.; peaches, 2's, $1.80; 3's, $2.65; pears, $1.80 for 2's; raspberries and strawberries, 2's, $2.25; plums, $1.50 to $2; oysters, 1's, $1.40; 2's, $2.30; lobsters, 1's, $1.25; "Log Cabin" beans, 2 lb., 90c.; American beef, 2's, $2.60; 1's, $1.50. Scotch lunch tongue is selling at $3 per dozen for 1's.

There is very little doing in butter. Low grade dairy is selling as low as 10c. by the tub. Creamery tubs are worth 21c.

Large quantities of potatoes are being shipped to the West Indies. The local quotation is 40c.

Oats are jobbing at 31c.

The flour market is quiet. Quotations are about as follows: Ogilvie's Hungarian patent and Five Roses, $5.15; Goldie's People's and Gilt Edge, $4.85; Stockwell, and equal grades, $4.65; Obelisk, Kent and Sunbeam, $4.40; 9 p.c. patents, $4.30; straight grades, $4.20.

The steamer Duart Castle brought 91 puncheons of molasses from Demerara, 3 from St. Croix and 100 bbls. from St. Kitts for G. P. Mitchell & Sons. She also brought 97 puncheons from Demerara for J. Taylor & Co. G. P. Mitchell & Sons received 1,369 bbls. and 130 bags sugar from St. Kitts on the same steamer.

C. H. Harvey received 100 bags cocoanuts from the West Indies this week.

The steamer Delta took a large cargo of fish to New York this week.

In my last letter I gave an idea of the tea market here. The article is still coming in freely. Everybody seems to be importing. A leading tobacconist received a large consignment this week. The steamer Halifax City, from London, which arrived on Sunday, brought 1,141 chests, 3,008 half-chests, 861 packages and 1,262 boxes. This is a fairly good cargo for one week. There is lots more coming.

Park, Blackwell & Co. are shipping dressed beef to Newfoundland.

DIRECTORS LIABLE.

THE following provisions in the bill respecting the incorporation and regulation of joint stock companies, now before the Ontario Legislature, will interest a large number of business men, affecting, as they do, liability for statements in prospectus. Section 99 of the bill provides:

When a prospectus or notice invites persons to subscribe or apply for shares, debenture stock, annuities on lives, or other securities as a company, incorporated under this Act, every person who is a director of the company at the time of the issue of the prospectus or notice, and every person who, having authorized such naming of him, is named in the prospectus or notice as a director of the company, or as having agreed to become a director of the company either immediately, or after an interval of time, and every promoter of the company, and every person who has authorized the issue of the prospectus or notice, shall be liable to pay to all persons so subscribing or applying on the faith of such prospectus, or notice, compensation for the loss or damage they may have sustained by reason of any untrue statement in the prospectus or notice, or in any report or memorandum appearing on the face thereof, or by reference incorporated therein or issued therewith, unless it is proved—

(a) With respect to every such untrue statement not purporting to be made on the authority of an expert, or of a public official document, or statement, that he had reasonable ground to believe, and up to the time of the allotment or issue of the shares, debenture stock, annuities on lives, or other securities, as the case may be, did believe that the statement was true; and

(b) With respect to every such untrue statement purporting to be a statement by or contained in what purports to be a copy of or extract from a report or valuation of an engineer, valuer, accountant or other expert, that it fairly represented the statement made by such engineer, valuer, accountant or other expert, or was a correct and fair copy of or extract from the report or valuation. Provided always, that notwithstanding that such untrue statement fairly represented the statement made by such engineer, valuer, accountant, or other expert, or was a correct and fair copy of or extract from the report or valuation, such director, person named, promoter, or other person, who authorized the issue of the prospectus or notice as aforesaid, shall be liable to pay compensation as aforesaid if it be proved that he had no reasonable ground to believe that the person making the statement, report, or valuation, was competent to make it; and

(c) With respect to every such untrue statement purporting to be a statement made by an official person or contained in what purports to be a copy or extract from a public official document, that it was a correct and fair representation of such statement or copy of, or extract from such document, or unless it is proved that, having consented to become a director of the company, he withdrew his consent before the issue of the prospectus or notice, and that the prospectus or notice was issued without his authority or consent; or that the prospectus or notice was issued without his knowledge or consent, and that on becoming aware of its issue he forthwith gave reasonable public notice that it was so issued without his knowledge or consent; or that after the issue of such prospectus or notice, and before allotment or issue of the shares, debenture stock, annuities on lives or other securities thereunder, he, on becoming aware of any untrue statement therein, withdrew his consent thereto and caused reasonable public notice of such withdrawal and of the reason therefor to be given. 52 V., c. 34, s. 4.

DO YOU WANT

COCOANUT?

Packages or Bulk

If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

MANITOBA MARKETS.

WINNIPEG, March 25, 1897.

STILL the snow and frost continue and still trade is more or less paralyzed thereby. The snow in the Dakotas is something phenomenal, and the train service is completely demoralized. This means that all classes of perishable goods reaching Winnipeg from southern markets are delayed. The oldest inhabitant, after the manner of that functionary, is prophesying floods and quoting precedents galore to back up the forebodings. The more cheerfully disposed are reminding one another that a similar winter preceded the enormous wheat crop of 1887, and though floods were anticipated then they never came. There is unquestionably a tremendous weight of snow in the country, and it is equally true that if it goes with a rush we will have a flood, but then it may not go with a rush, spring may open gradually, and the great snowfall, instead of flooding the country may only furnish a needed fertilizer for the wheat crop of 1897. If precedents go for anything the sevens are lucky years for Manitoba. Markets are, if possible, quieter this week than last.

SUGAR—Price unchanged, but market is a little firmer than last week.

CANNED GOODS—Same as last week. Tomatoes, best brands, $1.85 to $1.90; good seconds, $1.80; peas, $1.65 to $1.75, according to brand; corn, $1.60; beans, $1.75; raspberries, standard brands, $3.50; seconds, from 10 to 15c. per case less.

DRIED FRUITS—Unchanged, and market is exceptionally slow.

GREEN FRUITS—Extra qualities of apples are somewhat scarce, as no supplies have been received during the week, and the stocks on hand are considerably reduced. A fairly large supply of common fruit is still to be had at $2 to $2.50 per bbl., but the first-class grades still bring full prices quoted last week. Bananas and other goods of a perishable nature have been on the road from St. Paul for more than a week. We quote: Apples, Spies, $3.75 to $4; other lines, $3 to $3.50. Oranges, California navels, $4.50 to $4.75 per box; California seedlings, $3.75 to $4 per box; Messina lemons, $4.50 to $5; Cape Cod cranberries, frozen, $5 to $5.50 per bbl.; Malaga grapes, $9.50 per keg; bananas, $2.75 to $3.50 per bunch.

CALIFORNIA EVAPORATED FRUITS—Show no change in price and very little movement as to quantity.

COFFEE AND TEA—Both remain unchanged.

PROVISIONS—Hams and bacon without change.

BUTTER—There is practically at this writing no fresh butter in the market. Country merchants report they are paying 20 to 22c per lb., and are not receiving enough for their local trade. The amount of butter received in this city during the winter has been considerably under the usual figure. Why this is so has not been quite satisfactorily determined. Dealers at the present moment are getting 14 to 16c. for tubs of good dairy, and rolls, if really first-class, would bring the same price, but such as are offered bring about 1c. lower. On Saturday butter was retailing at 25c., and the supply by no means is equal to the demand.

EGGS—Are this week coming in more freely from the south and are being offered at 19c.

CHEESE—Stocks here are about cleared out and none is coming in. Price is quoted at from 9½ to 10c.

LARD—Same as last week.

CEREALS—The prices same as last week. Stock on hand is large and market easy.

FISH—A good deal of fresh fish will be carried over in the refrigerators. Prices generally are as follows: Haddies, 8c. per lb.; whitefish, 4 to 5c.; Lake Superior trout, 9c.; pickerel, 3 to 4c.; salmon, 12c.; halibut, 12c.; cod, 8c.; haddock, 8c.

HOW TO MAINTAIN PRICES.

For many months past we have heard the complaint, which is common to all, of prices so low as to be wholly unremunerative, says American Silk Journal. We are told, "Yes, we are selling a few more goods," or, "It is true that we have taken some additional orders," but the next word is in regard to the awful prices, which have nothing in the way of profit.

It would seem that there should be some remedy for this evil. European manufacturers do not, as a rule, make or sell goods for their amusement. Why should it be done here, month after month? The foreigner simply stops production when he reaches a point where there is no money in running his factory, and that is an example we would do well to follow.

Such a course would prevent over-production and price-cutting, and would ensure a healthy market and something like uniform values for meritorious goods.

But nothing of importance in this way can be effected without organization and fair and honorable dealing among members of the manufacturers' guild.

Manufacturing in anticipation of orders, is, however, much less common than formerly; recent bitter experiences are still too fresh in the minds of mill owners. In this respect the leading domestic manufacturers lean more than ever toward a safe conservatism, and approximate more nearly to the methods of their foreign competitors.

VALUE OF A MINUTE.

NAPOLEON, who knew the value of time, remarked that it was the quarter hours that won battles, says an exchange. The value of minutes has been often recognized, and any person watching a railway clerk handing out tickets and change during the last few minutes available must have been struck with how much could be done in these short periods of time.

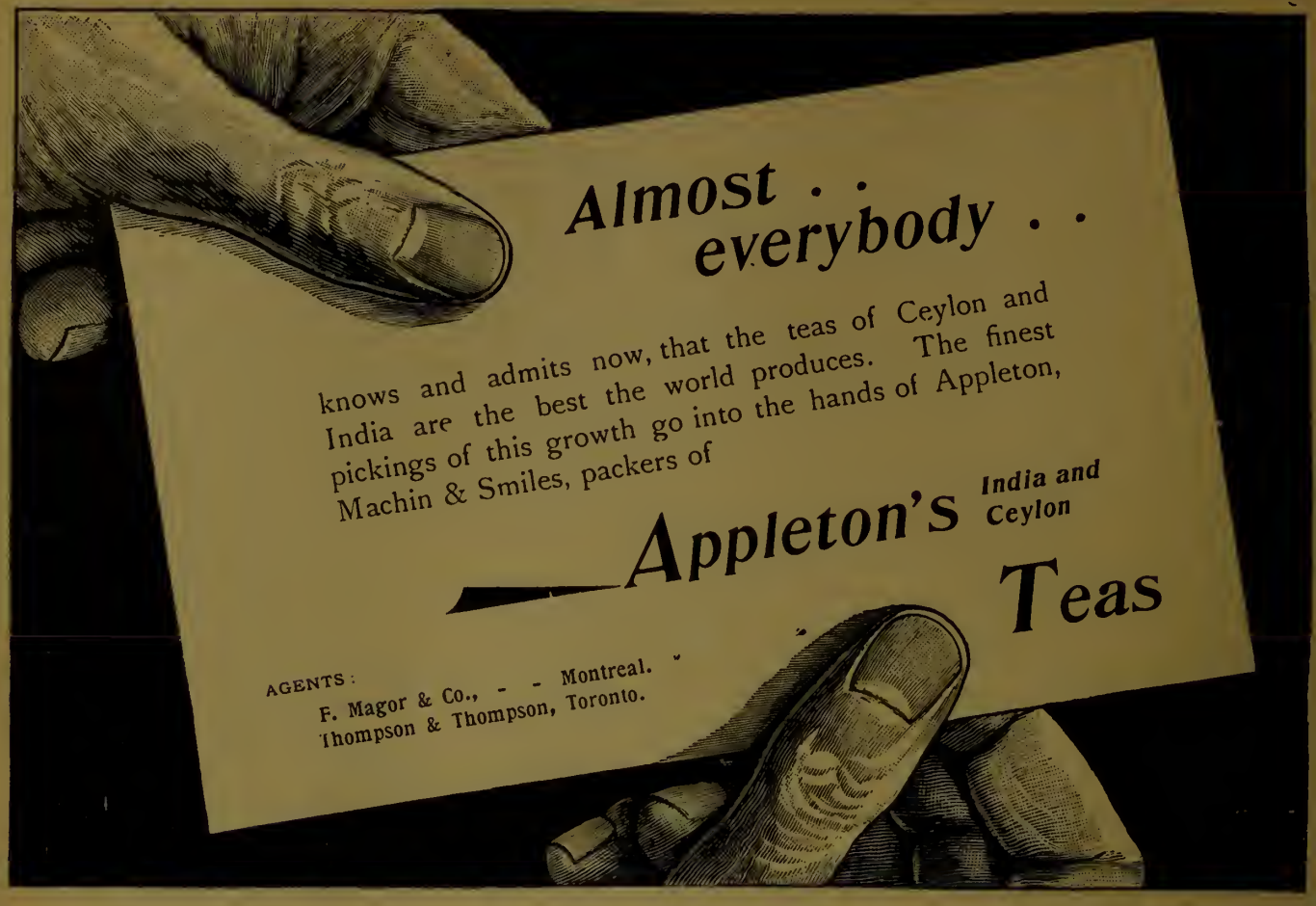
At the appointed hour the train starts and by-and-bye is carrying passengers at the rate of 60 miles an hour. In a second you are carried 29 yards. In one twenty-ninth of a second you pass over one yard. Now, one yard is quite an appreciable distance, but one twenty-ninth of a second is a period which cannot be appreciated.

Yet it is when we come to planetary and stellar motions that the notion of the infinite divisibility of time dawns upon us in a new light. It would seem that no portion of time, however microscopic, is unavailable. Nature can perform prodigies, not certainly in less than no time, but in portions of it so minute as to be altogether inconceivable. The earth revolves on her axis in 24 hours. At the equator her circumference is 25,000 miles. Hence, in that part of the earth a person is carried eastward at the rate of 509 yards per second. That is, he is moving over a yard, whose length is conceivable, in the period of one five-hundred-and-ninth part of a second, of which we have no conception at all.

But more, the orbital motion of the earth round the sun causes the former to perform a revolution of nearly 600,000,000 miles in a year, or something less than 70,000 miles in an hour, which is more than 1,000 miles a minute. Here, then, our second carries us the long distance of about 19 miles. The mighty ball thus flies about a mile in the nineteenth part of a second.

CANNED GOODS IN BALTIMORE.

The canned goods situation in Baltimore at the close of last week is thus reviewed by T. J. Meehan & Co.: "There seems to be a slight improvement in the canned goods market here, but it is very slight so far. The continued advance in lima beans is an encouraging feature, and there is a small increase in the orders received every day for jobbing lots of assorted goods, which embrace nearly every article in the list. Once business in canned goods resumes its usual activity there are several other articles which may advance as rapidly as lima beans have. Tomatoes are unchanged, and the prices are the same as we have quoted for the past two weeks. It is surprising how strong they are under the continued dullness in the market. That very fact gives buyers confidence in them. Peaches, pineapples, lima beans, string beans and peas, besides tomatoes and corn, were the active articles during the past week. Up to this time, there is absolutely nothing doing in tomatoes or corn for 'future' delivery."



OUR . .

"VICTORIA" BRAND JAPAN TEA (Registered)

Is the best value ever offered on the market for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal

They are all Coming to Them

CEYLON TEAS

Why ?

Because they are

Pure
Healthful
Clean
Economical
and
Profitable

ST. JOHN'S WINTER PORT.

THE St. John (N.B,) Board of Trade held a meeting on Thursday, 18th inst., which was of more than usual interest. Primarily the meeting was called for the purpose of presenting the president, Mr. W. S. Fisher, with an address, but aside from this pleasant phase of the occasion, most interesting data regarding the development of the winter trade of the port was submitted.

Among those present were: Mayor Robertson, Senator Dever, Alderman Millidge, W. H. Thorne, J. A. Belyea, W. M. Jarvis, D. J. McLaughlin, J. S. Knowles, S. Schofield, J. E. Irvine, D. W. McCormick, D. R. Jack, Alderman McPherson, W. G. Scovil, E. L. Rising, Fred W. Daniel, Warren Fairweather, T. H. Estabrook, C. S. Shaw, H. B. Schofield, R. T. Hayes, Alderman Waring, P. S. MacNutt, J. J. Bostwick, Alderman J. E. Wilson, F. A. Dykeman, R. B. Emerson, C. E. Laechler, H. A. Harvey, John Sealy, John Montgomery, Major Markham, J. A. Likely, W. E. Raymond, H. A. Doherty, W. F. Hatheway, H. P. Timmerman, E. N. Abbott, S. D. Scott, Alderman Daniel, Alderman McGoldrick, Thos. F. White, George F. Baird, James Hannay, T. H. Hall, H. C. Tilley, J. F. Merritt, H. P. Hayward.

After Mr. Fisher had been requested to resign the chair to Vice-President D. J. McLaughlin, the latter read the address which was couched in appreciative terms of the zeal and energy which Mr. Fisher had exhibited in the interests of the port of St. John and the Board of Trade.

MR. FISHER'S REPLY.

Mr. Fisher said the kindness of the board overwhelmed him. He felt he did not deserve this eulogy. But he had done his best as a member and as president of the board, and always felt that its work was very important. He wished that more of the citizens than are at present were of the same mind. If they became members they would very soon come to realize how important and valuable its work is. While over the border recently he had had two things in mind—winter port and tourist travel—and had sought to gain what information he could that might be of benefit. At Portland, Me., President Boothby and Secretary Rich, of the Board of Trade, had been exceedingly kind. It was worth noting that Portland, with 45,000 people, had over 400 active members in its board, besides 150 members of merchants' exchanges, or nearly 600 in all, compared with about 150 in the St. John board. There are no less than 52 Boards of Trade in Maine, with 2,700 members, and there is also a state board meeting twice a year. They work together shoulder to shoulder, and what they take in hand generally goes through. The Portland board issues a monthly magazine widely circulated, and keeping them all in touch. As to Portland harbor, the Federal Government has decided to spend $800,000 there, and this, he was surprised to learn, without being asked either by the City Council or Board of Trade to do so. Congress was fully alive, from the national standpoint, to the necessity of holding the Canadian trade through that port. There was a hint in this for Canadian powers that be. As to tourist travel, Portland has fine attractions, but he believed St. John and vicinity have greater. There is a mine of wealth at our doors that only needs to be developed. One railway had spent $125,000 to advertise Maine as a summer resort. We have equal opportunities with Maine. Tourist travel has brought $12,000,000 to Maine. Mr. Fisher dwelt on the great advantages of New Brunswick and the importance of making them known. He would take occasion to lay before the Tourist Association a lot of information he had secured relative to this matter. Speaking of the coming U. S. tariff, he said we had no reason to feel despondent. It might prove a blessing in disguise. He quoted from the Trade and Navigation Returns to show how greatly our trade with Great Britain had increased in proportion to our trade with the States. There was, he thought, no cause for discouragement. In conclusion he thanked the board for its address, and paid a high compliment to the ability of the gentlemen forming the council of the board.

EXPORTS OF GRAIN AND PROVISIONS.

Secretary Ira Cornwall read the following communication from Mr. Sutherland, of the C.P.R.:

ST. JOHN, N.B., March 15, 1897.

My Dear Mr. Cornwall,—I am leaving to-day for Cape Breton and regret that it will be impossible for me to return to St. John in time to be present at the reception the members of the Board of Trade are tendering to W. S. Fisher, their president. It would have given me very great pleasure to have been with you on this occasion.

As Mr. Fisher has given the business interests of St. John so much of his valuable attention, I know that a few figures showing the success of our winter port traffic will be appreciated by him and other members of the Board of Trade.

Below I give a summary of the exports handled through West St John this winter up to the 11th inst.:

Flour	154,609	sacks
Bran	33,353	"
Oatmeal	19,362	"
Apples	14,254	bbls.
Cheese and butter	45,963	pkgs.
Provisions	23,271	"
Live stock	9,930	head
Grain—		
Wheat	146,552	bush.
Oats	270,537	"
Barley	33 846	"
Rye	34,627	"
Corn	111,694	"
Peas	211,486	"
Flax	58,695	"
Buckwheat	7,825	"
Total	875,262	bush.

This does not include 76,650 bushels on tracks on A division, 211,290 bushels in elevator, making in all a grand total of 1,163,202 bushels.

I remain, yours truly,
J. N. SUTHERLAND,
General freight agent.

Ira Cornwall, secretary Board of Trade, St. John, N.B.

Mr. Cornwall also stated that Robert Thomson had sent his regrets at not being able to be present, and stated that steamship lines his firm represented were well satisfied with the port of St. John and their treatment there. Jas. F. Robertson, Hon. Wm. Pugsley and D. W. Campbell, of the Beaver Line, also sent regrets. A letter was read from W. H. Dayton, a Salem, Mass., railway passenger agent, asking for framed pictures of St. John, and adding that he hoped to send a lot of people this way next summer.

J. E. Irvine stated that every steamer of the Beaver Line had gone away full from St. John, and they would carry out their full programme of sailings; securing the big steamship Assaye, with larger capacity, was equivalent to additional sailings. Having to pay cartage on local goods from the west side was a drawback, being equal to 2s. 6d. per ton. This made Boston competition for local trade very keen. Boston, Halifax, Portland, but especially Boston, were our competitors. At Boston they have big steamers and are bound to have freight. "We have some drawbacks to contend with. We want to make our port facilities as cheap as possible. In Boston the charges are light. Merchants should back up the local lines, even if they have to pay a little higher rate. Even if some local business has gone by us, it could be fairly claimed that the direct lines have done well. If we have the facilities the business will grow from year to year."

WINTER PORT BUSINESS.

S. Schofield read the following comparative statement of this year's business compared with last. He said the figures for this year were accurate, because they knew what steamers had to come, and would come during the balance of the season.

Winter Season, 1895-6—

	Steamers.	Tons.
Beaver Line, Liverpool	13	33,957
Furness Line, London	17	25,423
Donaldson Line, Glasgow	6	9,795
	36	69,175
Pickford & Black, West Indies	6	7,053
	42	76,228

Winter Season, 1896-97—

	Steamers.	Tons.
Sailed	31	64,643
To arrive	17	33,483
	48	98,126
	Steamers.	Tons.
Beaver Line, Liverpool	15	42,084
Furness Line, London	12	20,122
Donaldson Line, Glasgow	10	19,160
Head Line, Belfast	5	8,144
Head Line, Dublin	5	6,258
Aberdeen Line, Aberdeen	1	2,328
	48	98,126
Pickford & Black, West Indies	8	8,036
	50	106,162

The shipments to the United Kingdom this winter show an increase of 42 per cent. over last year. The average time in port of the steamers is seven days, which, in the winter season, cannot be considered as a bad record. Mr. Schofield said that when the accident occurred on the west side there was a feeling among steamship men that it might be risky to send all the steamers that were scheduled to come here. Had they all come on time there would have been some difficulty in handling them. But two steamers were lost, the French line did not come, and the Aberdeen boat has not yet come. As it happened, all those that have come have got good despatch. Of course another winter there would be greater facilities. He would suggest to the council that before deciding on plans for berths, etc., they consult with the steamship men, both local and Montreal men, as to probable style of steamers coming here in future and the facilities required. There must be length of wharf and depth of water for large vessels. While some berths 350 to 400 feet might do, there should be other berths 500 feet long, with 30 feet of water. If the Government changed its plan with regard to its present largest subsidy it might not be very long before these very large steamers would be coming here. The experience of steamship men is that small steamers will not be able to live. While the business here has been 42 per cent. larger than last year, rates have not been satisfactory. The steamers have suffered severely from the competition of rival ports. But if they could survive last winter and this winter's experience in rates and still feel hopeful, then there would be every ground for saying the winter port would be a success. He felt that the citizens should not be too critical of the steamer lines. It was not good policy. The trouble and losses met were quite serious, and it might be much easier to discourage these lines than to get others to take their places. He said this advisedly. Difficulties have developed. The competition of Boston is a very serious one. When trade has been running in certain channels for years and years it is difficult to change it. As to the new wharves, every berth should have connection with the elevator. Not to have it so would be absurd.

Mayor Robertson was next called on, and, in behalf of the Council, extended thanks to the board for the invitation to this meeting. His Worship eulogized Mr. Fisher, and spoke in high terms of the Board of Trade. Coming to the winter port question, he alluded to what had been done in former years leading up to the present achievements, and spoke of the increase and satisfactory handling of freight this winter. We must, he said, sink all differences and stand shoulder to shoulder in face of competitors with greater financial and other advantages, and not rest till St. John is the fixed winter port of Canada, at least for freight traffic. His Worship outlined the negotiations with the C.P.R. and work on the west side up to the time of the land slide and since. Before that the C.P.R. had agreed to give $50,000, and after it they gave an additional subsidy equal to between $15,000 and $20,000, or enough to cover the actual loss. This action had led him to feel that the C.P.R. had waked up to the importance of St. John as a winter port. Without the C.P.R. it would be impossible at this stage to make a success of the winter port. There was no use in disguising that fact. And the City Council, he was pleased to say, had the very earnest and hearty co-operation of the C.P.R. at present. They were working together, and that without the Council slackening for an instant its grip on the city's interests. His Worship gave a summary of the expenditure on the west side, and pointed out that, added together, the various expenditures on the part of the city reached the sum of $431,752.23. All it received was $50,000 from the Provincial Government. Deducting this, there is $381,752.23 to represent the city's outlay. He would venture to say that no city in Canada had done as much in one direction at the expense of the taxpayers. They were justified in doing it. But, said His Worship, the time has now come when, in the interest of the taxpayers, we cannot ask them to expend any more money on this national undertaking. For it is national.

FAC SIMILE OF CASK LABEL.

PURNELL'S

PURE
PLAIN and SPICED

MALT VINEGARS

FOR PICKLING and TABLE USE.

Brewery, Bristol, England.

AGENTS

Montreal—J. M. KIRK, Imperial Buildings, St. James St.
Toronto—J. WESTREN & CO., 61 Colborne St.
Hamilton—W. H. GILLARD & CO., Wholesale Grocers.
Winnipeg—A. STRANG & CO., Portage Avenue.
Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. H. SIMPSON, grocer, Waterloo avenue, Guelph, has assigned to Charles Dunbar, of the same town.

H. Rigby, general merchant, Little Glace Bay, N.S., has assigned.

The creditors of Geo. S. Johnston, general merchant, Ottawa, will meet 2nd prox.

A. W. Hoard, general merchant, Hoard's Station, has assigned to W. R. Mather.

J. Masson, jr., general merchant. Danville, has assigned to Lamarche & Benoit.

F. W. J. Glasscock, general merchant, Marbleton, Que., has obtained an extension.

John McNaughton, general merchant, Goderich, has assigned to R. G. Reynolds.

David Kilgour, general merchant, Morden, Man., has compromised at 65c. on the dollar.

H. McReady, general merchant, New Liverpool, Que., has compromised at 33⅓c. on the dollar.

Geo. Turcotte, general merchant, St. Julie, Que., is offering to compromise at 50c. on the dollar.

John Allan & Son, general merchants, Windsor, N.S., are offering to compromise at 20c. on the dollar.

J. R. Ayr, general store and tanner, Sackville, N.B., is offering to compromise at 30c. on the dollar.

The creditors of the C. A. Liffiton Co., Ltd., coffees and spices, Montreal, will meet on the 30th inst.

Morse Daignault, general merchant, Ste. Etienne de Beauharnois, has compromised at 50c. on the dollar, cash.

Charles McArthur, general merchant, Durham, has assigned and is offering to compromise at 70c. on the dollar.

J. B. G. Millette, general merchant, St. George de Windsor, Que,, has assigned to Kent & Turcotte. He is offering to compromise at 25c. on the dollar, cash.

White & Co., general merchants, Sault Ste. Marie, have assigned to J. G. Hay, Toronto. The statement of affairs of the estate shows a deficit of about $2,000 on assets of $8,000.

The offer of 50c. on the dollar made by E. B. Smith, liquor dealer, London, will probably be accepted by the creditors, as the offer is secured. The liabilities are $20,000 and nominal assets, $17,500.

James Millen & Son, general store, Sterling, have assigned to F. B. Parker. They were interested to the extent of several hundred dollars in McMaster & Co. Some months ago they made a settlement with their creditors at 70c. on the dollar. The present firm were burnt out a couple of years ago.

Keep up with the times

and handle goods that will sell themselves

CLARK'S **CORNED BEEF**

With Patent Key Attachment

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

PARTNERSHIPS FORMED AND DISSOLVED.

Paquette & Cie., liquid blue, Montreal, have dissolved.

L. R. Vellemarre & Cie., tobaccos, Montreal, have dissolved.

Casey & Co., grocers, Seaforth, have dissolved ; W. Casey continues.

G. W. C. Davidson & Co., groceries and seeds, Hantsport, N. S., have dissolved ; C. W. C. Davidson continues.

G. G. Steele and H. Morton, of St. Thomas, have formed a partnership to carry on business as dealers in fruits.

McLean & McIntosh, general merchants, Liverpool, N. S. : new partnership formed by G. S. McLean and C. V. McIntosh.

E. Galvin and J. L. Collins have formed a partnership to carry on business in Capelton as general merchants under the style of Galvin & Collins.

SALES MADE AND PENDING.

P. Kennedy, general merchant, Hastings, is advertising business for sale.

J. B. Burnett, grocer, St. Louis de Mile End, is offering business for sale.

The business of J. S. Trites, general merchant, Sussex, N.B., is advertised.

The stock of J. B. Bourcier & Co., grocers, Ste. Cunegonde, Que., has been sold at 35c. on the dollar.

The general stock of John King, general merchant, Fort William, is to be sold by auction 31st inst.

The stock of F. P. Grenier, general merchant, Ancienne Lorette, has been sold at 52¼c. on the dollar.

The assets of A. E. Pelissier, general merchant, St. Francois du Lac, have been sold at 65½c. on the dollar.

CHANGES.

A. Collin, grocer, Montreal, has sold out.

W. M. Rae, grocer, Toronto, has sold out to Sarah M. Dutton.

J. M. Thompson, formerly of Holland's Mills, Que., has opened a general store at Sault Ste. Marie.

Frank Mitchell has opened a general store in Arthur.

S. S. Rychman has opened a grocery store in St. Thomas.

C. L. Robertson, fruits, St. Thomas, has sold out to G. G. Steele.

James Hamilton has opened a general store in High Falls, Que.

E. A. Lilly, grocer, St. Thomas, has sold out to C. L. Robertson.

A grocery store has been opened in Masson by John Rheaume.

D. Dunberry, grocer, Montreal, has moved to Ste. Cunegonde.

W. S. Borden, grocer, Hamilton, has sold out to Clara J. Swales.

E. Deslongchamps & Co. have started a grocery business in Montreal.

James Hill, general merchant, Ospringe, has sold out to John Robinson.

Importers' Tea Co. (Adam Weiss, proprietor) has started business in Ottawa.

E. Morrissette has opened a grocery store in Montreal. So has Michael Slattery.

McGinn & Abbott, general merchants, Kazabazua, Que., have started business.

Drouin & Trudelle, general merchants, have commenced business in Abenaquis, Que.

J. G. Davidson, general merchant, Fitzroy Harbor, has removed his stock to Kilmaurs.

H. F. Honsberger, general merchant, Preston, has sold out to Nelles & Fitzpatrick.

Charles K. McLellan, general merchant, Tatamagouche, N.S., has sold out to Trueman McLellan.

McKenzie & Campbell, general merchants, Kirkfield, have been succeeded by J. E. G. Campbell & Co.

Elie Hutchins, grocer, Carleton Place, is giving up business. So is Janet McDonald, groceries and teas, of the same place. Wm. Salter is, however, opening a grocery store in Carleton Place.

DEATHS.

John McFadden, grocer, Hamilton, is dead.

ARTICLES WANTED.

AS WE ARE ABOUT STARTING ROASTING coffee, we are in need of a roaster. Parties having one for sale will kindly advise Sutherland & Campbell, Winnipeg, giving price and capacity. (15)

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

WESTERN Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

IF YOU HANDLE OR USE . . . **SALT** LET US KNOW YOUR WANTS.

No trouble to give information, samples and prices.

VERRET, STEWART & CO. - MONTREAL, Que.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**

A Perfect blend of the finest

INDIA and CEYLON TEAS

For which we are sole agents in America.

It will please your customers.

J. F. RAMSAY & CO.

Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

PUREST AND BEST

Windsor Salt

ALWAYS GIVES SATISFACTION

and costs no more than inferior brands of salt.

For Sale by all Wholesale Grocers.

WINDSOR SALT CO. Ltd.. Windsor, Ont.

First and Foremost

EAST INDIA PICKLES

None Finer ever offered to the Trade...

A High-Grade Pickle at Moderate Cost

A. E. Richards & Co. Selling Agents **Hamilton.**

New Season's Goods

SOUTHWELL'S Orange Marmalade

IN 1-LB. GLASS JARS, 7-LB. JARS AND 7-LB. TINS.

. . . JUST BEING RECEIVED . . .

Write for Quotations . . .

FRANK MAGOR & CO. 16 St. John Street, **Montreal.**

CURRENT MARKET QUOTATIONS

Toronto, Mar. 25, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers ou the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case	per doz.				$ 0 75
¼ " " 3 "	"				
1 " 2 "	"				2 00
3 " 1 "	"				6 50
5 " ½ "	"				10 00
10 lb. boxes	per lb.				16
30 " pails	"				16

PURE GOLD.

5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
2½ lb. cans, 1 and 2 doz. in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 60
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 80
4oz. cans, 4 and 6 doz, in case	1 25
0 cent can	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz'), 2 doz. cases, round	1 80
1 lb., 2 doz. cases, round	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—

Size 1, in 2 and 4 doz. boxes	$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—

1 lb. tins, 2 doz. in case, per doz.	1 20
½ lb. tins, 3 " " "	90
¼ lb. tins, 4 " " "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars	$1 25
1 lb. glass jars	2 00
1 lb. sealer jars	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases	$0 75
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING. per gross

¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

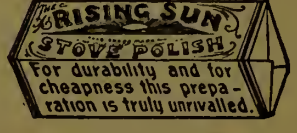
English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

per doz

New York Dressing, 1 doz. cases	0 75
panish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing	2 00

BLACK LEAD.

Reckitt's Black Lead, per box	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz	Per gr. 7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes	
Sun Paste, 10c. size, ¼ gross boxes	10 00
Sun Paste, 5o. size, ¼ gross boxes	5

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bottles	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed	0 07
Warblers Bird Seed	0 06¼
Belgian Bird Seed	0 06
International Bird Seed	0 05½
German X Bird Seed	0 05
German Bird Seed	0 04½
London Bird Seed, bulk 25 lb. cases.	0 05
Bird Gravel, 10c. pkts., 24 in case,	0 06
Bird Gravel, 5c. pkts., 48 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

CORN BROOMS

CHAS. BOECKH & SONS. per doz.

	net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

The Question is

Are you satisfied with the quality of the Starch you are selling? Are your customers satisfied with the quality of the Starch they are buying? If not, perhaps a trial of our goods would create a better feeling on both sides of the counter.

No woman will use poor Starch in preference to good Starch. That's the reason why a trial always leads to constant use of

EDWARDSBURG STARCH CO. Cardinal, Ont.

Edwardsburg Starch

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3 s	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 70	1 90
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 60
Cherries, red pitted, 2 s	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 70	0 75
Lobster, talls	2 30	2 40
flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 45
" flats	1 40	1 75
" Cohoes	1 10	1 20
Sardines, Albert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " " ¼s	0 10½	0 11
" " " " " ⅛s	0 18½	0 19
ardines, other brands 9¾	11 0 16	0 17
" P. & O., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb	1 10	1 15
Kippered Herring, 1-lb	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef.
No. 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz
2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
" 4 lb	5 50	5 80
" 6 lb	8 50	8 80
" 14 lb	17 50	18 00
Roast Beef, 1 lb	1 40	1 50
2 lb	2 60	2 75
Luncheon Beef, 1 lb	1 60	1 70
" 2 lb	2 75	2 85
Brawn 1 lb	1 30	1 40
" 2 lb	2 35	2 50
" 6 lb	6 60	6 80
" 14 lb	14 50	15 00
Ox Tongue, 1½ lb	7 00	7 20
" " 2 lb	8 50	8 80
" " 2½ lb	10 75	11 00
Lunch Tongue, 1 lb	3 35	3 50
" 2 lb	6 50	6 80
Chipped Beef, ½ lb	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb	70	75
Potted Meats, Tongue or Ham ½ lb	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb	70	75
Potted Deviled Ham or Tongue, ½ lb	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt	3 00	3 15
" " 1 pt	2 00	2 10
Gelatine of Boar's Head, 2 lb	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish.

	per doz.
Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

	per lb
Chocolate—	
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ½'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs.	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla—		
White " "	0 73	0 83
Unsweetened—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. boxes	0 19	0 20

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc.
Used for lunch and breakfast as sandwiches.
Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald.
For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH
SEEDS for 1897
Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND"
OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

Headquarters for
Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

DON'T BE AFRAID

Try a sample lot of **SILVER DUST WASHING POWDER,** and convince yourself and customers of its superior quality.

GUARANTEED

IN 5 10 25c. BOXES. to please your most particular customers, or your money and any expense refunded.

A Canadian powder, and beats them all.
Any Grocery Traveller can supply you.
5-case lots delivered anywhere. . . .

SILVER DUST MANUFACTURING CO.
Hamilton

"Build to-day then, strong and sure,
With a firm and ample base."
—Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD. TORONTO will bring you tenders from the best contractors

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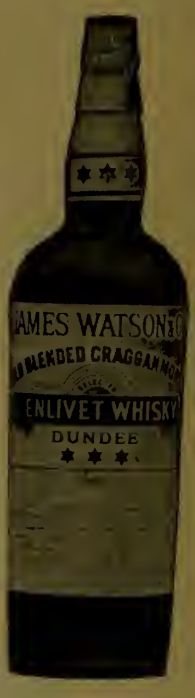
Every up-to-date Grocer should keep
COWAN'S
HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

Send your orders to
THE COWAN CO., Ltd.
470 King St. East, Toronto

ASK FOR
MOTT'S



Always the Same.
The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion
10 Lemoine St.
MONTREAL

FRY'S.
(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	**per do**
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ⅓ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.
Terms, 3 p.c., off 30 days.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	....	....
Improved Shredded, "	....	....
Beaver "	....	....
Macaroon "	....	....
Desiccated "	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20
JAMES TURNER & CO.	
Mecca	.... 0 34
Damascus	.... 0 30
Cairo	.... 0 25
TODHUNTER, MITCHELL & CO.'S	
Excelsior Blend	.... 0 34
Our Own "	.... 0 32
Jersey "	.... 0 30
Laguaya "	.... 0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crushed East India	.... 0 20

EXTRACTS.	per doz.
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

A Reliable Grocer

will never offer an imitation of a genuine original article ; he would sooner lose the sale. When you are asked for **CREAM SODAS** only offer the original and genuine, which are made by the

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—		
	1 oz. Bottle, per doz.	0 90
	2 " " "	1 50
	2½ " " "	2 00
	4 " " "	3 00
	8 " Bottle "	6 00
	4 " Glass Stop'r "	3 50
	8 " " "	7 00
Parisian Essence, per gross		21 00
Ketchup, Fluted Bottles	gross	12 00
Ketchup, Screw Top	"	21 00
" S. & L. "High Grade" per doz		3 50
Pepper Sauce, per gross		15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef	No. 1, 2 oz. tins	$ 3 00
	No. 2, 4 oz. tins	5 00
	No. 3, 8 oz. tins	8 75
	No. 4, 1 lb. tins	14 25
	No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles		3 00
4 oz. "		6 00
8 oz. "		9 00
16 oz. "		12 75
Fluid Beef Cordial—20 oz. bottles		15 00
Milk Granules, in cases, 4 doz		6 00
Milk Granules with Cereals, in cases, 4 doz		5 8

FRUITS.

FOREIGN.		per lb.
Currants—Provincials, bbls	0 04¾	0 04½
" ½ bbls	0 04½	0 04⅝
" Filiatras, bbls	0 04½	0 04¾
" " ½ bbls	0 04½	0 04¾
" Patras, bbls	0 05	0 05¼
" ½ bbls	0 05	0 05⅛
" cases	0 05⅛	0 05½
" Vostizzas, cases	0 06	0 08
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 05¼	0 06
Figs—Eleme, 10 oz.	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 16
" tape	0 03¾	0 04½
" natural, boxes	....	0 07
" ditto, bags	....	0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia, off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07¼	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07½	0 08½
		per box.
" Malaga		
" London Layers	1 60	1 80
" Black Baskets	2 20	2 65
" Blue Baskets	2 25	3 50
" Choice Clusters	2 25	2 75
" Dehesa Clusters	3 50	4 00
" Non Plus Ultra	....	6 00
" Imperial Bunches	5 75	6 00
" " Russian Clusters	5 00	5 50

DOMESTIC:

Apples, dried, per lb	0 02½	0 03
" evaporated	0 03	0 04

FOOD.

		per brl.
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	....	2 00

ROBINSON'S BARLEY AND OROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50
(Sold by all wholesale grocers.)	

KEGPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX S

1 Quart size, per doz	....	1 15
2 Quart size, "	....	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—		
50 to 60 dy basis	....	2 15
40 dy	....	2 20
30 dy	....	2 25
20 16 and 12 dy	....	2 30
10 dy	....	2 35
8 and 9 dy	....	2 40
6 and 7 dy	....	2 55
5 dy	....	2 75
4 dy A P	....	2 75
3 dy A P	....	3 15
4 dy C P	....	2 55
3 dy C P	....	3 75

HORSE NAILS—
Canadian, dis. 50 per cent.

HORSE SHOES—
From Toronto, per keg | .... | 3 60

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. o. dis.
Round-head iron, 75, 10 and 10 p. c. dis.
Flat-head brass, 77½, 10 and 10 p. c. dis.
Round-head brass, 72½, 10 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	....	1 35
ROPE—Manilla	0 08	0 08½
Sisal	0 06⅜	0 06⅞
AXES—Per box	25	9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—		
Heavy T and strap	0 03¼	0 04¾
Screw, hook and strap	2 50	3 60
WHITE LEAD—Pure Association guarantee, ground in oil.	per 100 lbs.	
25 lb. irons	....	5 15
No. 1	....	4 77½
No. 2	....	4 35
No. 3	....	4 02
TURPENTINE—		
Selected packages, per gal.	....	0 44
2c. extra outside points.		
LINSEED OIL—		
Raw, per gal	0 43	0 44
Boiled, "	0 46	0 47
2c. extra outside points.		
GLUE—Common per lb	0 07¾	0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Rouud-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.	per doz.
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75
(All the above in 1 lb. clear glass pots.	

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $12 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8 00
Bannagher	9 50	10 00
" in wood, per gal.	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch	....	4 40
Special old Scotch	....	5 00

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.) per gross.	per gross.		
Pony size	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03¼	0 03¾
Patna	....	0 04¾
Japan	....	0 05
Imperial Seeta	....	0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05½
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes. 1 lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08
		0 08¼
PURE—16-lb. boxes		0 07
OSWEGO CORN STARCH	40-lb. boxes, 1-lb. packages	0 07¼

We Stand Alone

So far ahead are we of all Competitors.

Our Packages have a larger sale than all the other manufacturers' put together.

SCHEPP'S

The Standard Cocoanut

Factory, 6 and 8 Bay St. TORONTO.

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wisbing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
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Plumbing and Steamfitting.

May bave a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

They all claim "the best"

The proof of the Pudding is in the eating.

..TRY..

"WHITE MOSS" COCOANUT

We will abide by your decision.

Manufactured ONLY by...

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

For puddings, custards, etc.

ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs.....	0 04¾
Kegs, 100 lbs.....	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case.....	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 06½

SUGAR.

	per lb.	
Granulated	4 3-16	4 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05⅞	0 05⅞
" in 50 lb. boxes....	0 05½	0 05½
Extra Ground, bbls. Icing....	0 05⅞	0 05½
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03¾	0 03⅞
Bright Yellow.....	0 00	0 03⅞
Dark Yellow	0 00	0 03½
Demerara.....	3 50	0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	....	1 00
" 3 gal. pails.....	1 35	1 40

MOLASSES.

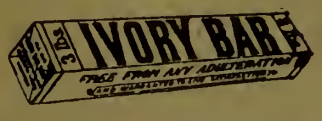
Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot..... 4 20
Box Lot..... 4 10
Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.....	....	0 35
" " 60 ½-lbs.....	....	0 35
" " 30 1-lbs.....		
" " 120 ½-lbs.....	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Monling, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

LIPTON'S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red label, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Pails, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger.....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross.....$	2 00
" 10 " "	1 10
" 2 Tiger, ...	5 00
" 4 " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

FOR THE **LIGHTEST**

WHITEST AND

SWEETEST CAKES

USE

OCEAN WAVE BAKING POWDER

PLEASES EVERYBODY

MANUFACTURED BY

HAMILTON COFFEE & SPICE Co

HAMILTON

A Prize indeed fit for a Queen,
The Brownies all are much amazed,
A Cake so fine they n'er have seen,
"Here's To" the POWDER with which twas raised.

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Recommend your customers to

Study Economy

Everybody considers it a luxury to use **Johnston's Fluid Beef**, and so it is, but when it can be bought in 16 oz. bottle for $1.00 it is also economical.

Johnston's Fluid Beef ❀ **16 oz. Bottle, $1.00.**

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

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Send for Samples.

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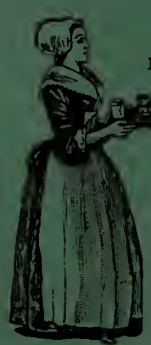
TORONTO . . . . MONTREAL

Established 1780.

Walter Baker & Co. LTD.



Dorchester, Mass.
The Oldest and
Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES
on this Continent.

Trade-Mark.

No **Chemicals** are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,

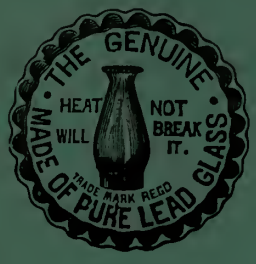
Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto, Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

GOWANS, KENT & CO., - TORONTO

The Standard of Excellence

Is an enviable record for any product to attain, and as applied to Gelatines is synonymous with

KNOX'S

GELATINE

The Only Pure Gelatine Made.

It received the highest medal at the World's Fair for strength, purity and good flavor. My reputation and my capital stand back of my Gelatine, and I authorize grocers to guarantee satisfaction or money back.

MAKES 2 QUARTS JELLY

Write for Liberal Offers.

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A. E. Richards & Co. - Hamilton
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C. & E. MacMichael - - St. John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.

C. B. KNOX,

JOHNSTOWN, N.Y.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

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QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER

Belleville, Ont.

Send for price list. Mention GROCER.

Feathers! We Buy Them

All grades; Goose, Hen, Duck and Turkey; give the highest market price

AND PAY CASH

General stores and grocers will find it to their advantage to collect for us. Write for prices and shipping instructions.

ALASKA FEATHER & DOWN CO.

290 Guy St., **Montreal.**

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

For . . . . .

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.

26 Front St. West, Toronto.

CHARLES F. CLARK. President. — EDW. F. RANDOLPH Treasurer

ESTABLISHED 1849.

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MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

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Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES **McKinnon Building**
Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent.

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The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

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JOHN FORMAN, 650 Craig Street
MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, APRIL 2, 1897. No. 14

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Purveyors to H.R.H. The Prince of Wales

To the Court of Holland and the King of Italy

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862
Only Medal Dublin 1865.

Only Silver Medal Paris 1875
Grand Gold Medal Moscow 1872. &c. &c.

Bulls Head Trade Mark

1878 Cross of the Legion of Honour

PEEK FREAN & Co's BISCUITS AND CAKES.

Have obtained great Celebrity for their PURITY & EXCELLENCE

Factory—LONDON. Sample Room—Schepp Building, Hudson and Duane Sts., NEW YORK.

Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Toronto and Montreal
W. S. CLAWSON & CO., St. John, N.B.
SPRATT & MACAULEY, Victoria, B.C.

Manufacturers' Agents.

Or Address . . . .

Armour Packing Co., Kansas City, U.S.A.

Batty's

NABOB PICKLES and SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . EIGHT PRIZE MEDALS

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is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . . CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Grand Mogul Tea

Is holding on its way, a good seller and profit maker for all who handle it. Our special advertising will boom the sale the next few months. No other Package Tea is equal value.

Write us for particulars or ask our travelers.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

Standard Goods THE Best to Handle

FOR PURITY

This brand is always reliable.

FOR STRENGTH

Highest test $98\frac{50}{100}$ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

If you have not used these Soup Squares

Try Them. They are the best Manufactured

Genuine Macaroni

Is branded with this name.

P. CODOU

IT IS THE FINEST QUALITY MANUFACTURED.

AGENTS FOR THE DOMINION

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
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The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
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REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL

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BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

A shrewd and successful Business Man once said,

"Never allow yourself to become prejudiced or your business to "get into a rut. Seek the lowest market on the most trivial article, and "always place your order with a house that gives the lowest figure for "*the best value.* Deal with your neighbors if you can, giving them "first, and always your own countrymen, the preference. It is these "small items that count in business."

Eddy's Matches

are always up to the mark—are the best value for the money—are made in Canada for us Canadians. Please keep fully stocked with these reliable, well-known and ready-selling Brands . . .

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TELEPHONES
TIGERS
PARLOR
SAFETY
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38 Front St. West - - TORONTO
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The Top Notch

In the manufacture of Marmalade has been reached in . . . . . .

SEVILLE

The luscious Seville Orange and Extra Standard Granulated Sugar alone enter into its composition—under the supervision of a practical man.

Why offer your customers the imported article, on which your margin is limited, when "Seville" is absolutely pure, invigorating and delicious—guaranteed equal to any imported, and vastly superior to the ordinary article?

A single trial will convince of the superior merits of "Seville."

7-LB. PAILS, 6 TO A CRATE.

OUR

STANDARD BLACK TEAS

Have rare merit—always uniform—always trade-producing and profit-making.

W. H. GILLARD & CO.

Wholesalers Only

JOHN MOUAT,
Northwest Rep. Winnipeg

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Two Ways To Suit

Your customers who buy Ham, want it to suit their purpose. "Rose Brand" Hams are cured to suit the manner in which they're to be used. The small ones—cured especially for boiling. The large ones—for cutting and frying. You can't please your customers on flavor with the same Ham, for both ways of cooking. Never fear but they'll appreciate the difference. Let them choose the Ham that suits. Keep them good natured.

"Rose Brand" Ham

The Geo. Matthews Co. Ltd.
Ottawa and Peterborough

"Rose Brand"
Hams, Bacon, Lard.

THE HUNT . . . .

for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr., St. Catharines, Ont.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, APRIL 2, 1897 ($2.00 per Year) No. 14

OYSTER-PLANTING AND OYSTER-FARMING.

By Calvin Dill Wilson, in Lippincott's.

SINCE the beginning men have delighted in the food provided for them by the mollusks, and the shell-heaps which formed the debris of their feasts upon these delicacies remain until now in all regions of the world where Nature has produced creatures of the genus Mollusca.

Of all species of the mollusks, the oyster has been and is the favorite. Of these Nature has been so marvellously prolific in their development that they are to be found in abundance in nearly all seas. And the oyster-rocks have yielded a goodly proportion of the food of savage and civilized men in all ages, along the shores of their nativity.

To-day the oyster interest is one of the most important industries; it gives employment to thousands of persons, and millions of dollars of capital are invested therein. There is a constantly growing demand for them, at present much in excess of their natural productive power: so that the increase of the oyster supply is one of the practical questions of the time. By the application of modern methods the oyster-grounds are made to yield far beyond the natural supply; and by proper care they can be made to produce an almost unlimited quantity.

In early days oysters were to be found in lavish abundance along all our coasts, Nearly all the creeks and inlets along the sea-coast of New York State abounded with a fine quality of oysters. In Nieuw Amsterdam, in 1621, "very large oisters" were so common that a market could not be found for them, as any one could supply himself from the beds. In 1671 Arnoldus Montanus, and in 1681 Sir George Calvert, reported that the new settlements had among other advantages oysters a foot long in great plenty. Letters written about the same time contain such statements as these: "At Amboy Point and several other places there is abundance of brave oysters;" "Oysters such as I think would serve all England;" "We have one thing more particular to us, which the others want also, which is vast oyster banks, which is the constant fresh victuals during the winter to English as well as Indians. Of these there are many all along our coast, from the sea as high as against New York, whence they come to fetch them."

Peter Kalm, who wrote upon the subject in 1748, says, "The Indians who inhabited the coast before the arrival of the Europeans have made oysters and other shell-fish their chief food; and at present, whenever they reach salt water where oysters are to be got, they are very active in catching them, and sell them in great quantities to other Indians who live higher up in the country; for this reason you see the immense numbers of oysters and mussel shells piled up near such places, where you are certain that the Indians formerly built their huts." He also states that the oyster-beds were within view of the town of New York in 1748, and that the oystermen were able to earn eight or ten shillings a day. He says that at this time the value of the oyster-fisheries of the province was much more than ten thousand pounds annually.

Very much earlier, in 1679, Jasper Dankers and Peter Slyter, in a "Journal of a Voyage to New York," spoke of the abundance of oysters in the vicinity of what is now Brooklyn, and say that they found them large and full, many being more than a foot long. Even at this time, New York oysters were exported to the West Indies, either pickled or fried, or embedded in a solid air-tight mass of butter; and Kalm says that in 1748 the exportation of fruit and oysters was a large and important business.

The sources of supply are, first, natural beds; second, planting; and third, farming. The second consists in placing the young seed-oysters upon bottoms favorable for their growth. The third, oyster-farming, is the rearing of oysters from the egg.

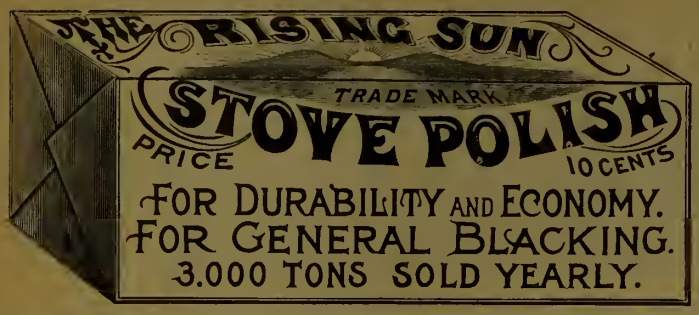
The natural bed is an oyster-rock. The boundaries of this rock are usually well defined, and few oysters are to be found beyond its limits. The oysters are packed so near together that they cannot lie flat, but grow vertically, side by side. In such a bed it will be found that most of the rock is made up of empty shells, the closeness being so great that one oyster prevents adjacent ones from opening their shells, and thus crowds them out and exterminates them. Nearly every one of the living oysters is fastened to the open or free end of a dead shell, and often a pile of five or six shells is thus united. The second, when young, has fastened to the end of the first, thus getting a little above the others. The first dies, the second continues to develop, and then a third fastens itself to its shell, and so on.

In regions where the oysters are never disturbed by man, it is common to find a hard bottom extending along the edge of the shore for miles and divided up into a number of oyster-rocks, where the oysters are so thick that most of them are crowded out and die long before they are full grown, and between these beds there are areas where not a single oyster is to be found. The intervening area is perfectly adapted for the oyster: when a few bushels of shells are scattered upon it they are soon covered with young, and in a year or two a new oyster-rock is established upon them.

The young oysters are swimming animals, and they are discharged into the water in countless numbers, to be swept away great distances by the currents. At this time they are too small to be seen without a microscope, and the water for miles around the natural beds is full of them. Thus when shells are placed in the barren spaces the spat young ones will cling to them.

The history of the oyster-beds of all countries is the story of their deterioration and destruction. The people, finding them in great abundance, conclude that they are inexhaustible, until they see them consumed. Upon the coast of New England, north of Cape Cod, and upon the coast of New

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

Brunswick, oysters of gigantic size and fine flavor were formerly plentiful, but they have been so completely exterminated by tongs that a well-known naturalist of Boston, Dr. Gould, doubted whether there ever had been any native oysters in this region, notwithstanding that all the early writers spoke of their numbers. Many of these beds were destroyed by the Indians, and others by the early settlers, while a few have survived down to quite recent times.

In the early days of our history it was not uncommon for a man to rake up a sleigh-load of oysters through the ice in a single afternoon at Shediac, New Brunswick. Twenty-five or thirty years ago these beds yielded a thousand barrels a year; now two persons gain a scanty living upon them, and obtain between them about two hundred bushels a year.

The early settlers of New England continually refer to the abundance of oysters at points where not one can now be found. In 1634, William Wood, in a work on New England, mentioned an oyster-bank in the Charles River, near Boston, and another in the Mystic River, each of so great size as to obstruct navigation. Of their size and form he says, "They be great ones in form of a shoe-horn; some be a foot long. These breed on certain banks that are bare every springtide. This fish, without shell, is so big that it must admit of a division before you can well get it into your mouth."

Native oysters were abundant at Wellfleet, on Cape Cod, at the time of the first white settlements. For more than a hundred years the town was famous for its oysters, but they became extinct in 1775, through excessive tonging, although the inhabitants attributed their destruction not to their own rapacity, but to a disease sent by Providence upon the oysters as a punishment for the sins of the fishermen.

There are extant the records of the production of the beds of Cancale Bay, on the northwest coast of France, from 1800 to 1868. These beds comprise one hundred and fifty acres, and from 1800 to 1816 produced from four hundred thousand to two million four hundred thousand a year. But in that period of the Napoleonic wars the fishing was much disturbed by the presence of the English cruisers, and the oysters increased so that the beds were in some places a yard thick. After the war the fishing improved, and the oysters were removed in immense numbers until 1843. In 1843 seventy million were taken. From that time on there was a constant decrease,—the period of increased productivity being attributable to the enforced rest. In 1868 the oysters had almost entirely disappeared from the beds. In 1870 a total prohibition of the fisheries for several years was enacted.

The experience in regard to the exhaustion of the beds on the west coast of France, in the districts of Rochefort, Marennes, and the Island of Oleron, was similar. In 1866, in the neighborhood of Falmouth, England, there were seven hundred men, working three hundred boats, engaged in the fisheries. Then, under the impression that the oysters were abundant enough to justify the doing away with the closed season, an enactment was made to that effect. The process of exhaustion began in consequence, so that in 1876 only forty boats with forty men could find employment; and they could capture no more than sixty to a hundred oysters a day, while formerly in the same time a boat could take ten thousand.

Oyster-planting is the placing of small or seed oysters upon bottoms which are favorable to their growth. There are many bottoms where there are no natural oysters, simply because there is nothing for them to fasten upon, or because the spat has not been carried there. By planting, the number of oysters is not increased, but the conditions are made favorable for a larger number to reach maturity; for under natural conditions the young oysters fasten themselves so close together and in such great numbers that the growth of one involves the crowding out and destruction of hundreds of others, which might have been saved by scattering them over unoccupied ground. Planting also adds very greatly to their value, as they grow more rapidly and are of better quality when thus scattered than when upon natural beds. Captain Cox, of New Jersey, cites an instance in which thirteen dollars' worth of small seed-oysters yielded, after they had been planted for two years, oysters which were sold for one hundred and eleven dollars, besides about thirty bushels which were used as food for the planter's family.

A good deal of attention has been paid to planting in Virginia. In some of the northern states all the land which is fit for the purpose is thus occupied. In many states, as in Delaware, a great part of New Jersey, and especially in Rhode Island, the natural beds have been so heavily drawn upon that they long ago ceased to furnish any marketable oysters, and they are valuable now only as a source from which a supply of small oysters can be gathered each year for planting. In these beds the spat is increased in value hundreds of times by the planting system.

The prosperity and rapid increase of population of Staten Island were chiefly due to the encouragement and growth of the oyster-planting industry. At Prince's Bay on the island there has been some planting for more than seventy years. So long ago as 1853 there were three thousand of the inhabitants of that island depending upon this business for support.

Oysters have been planted in York Bay, in New Jersey, since 1810, and a suit was brought about that date in Shrewsbury to determine whether a man has the exclusive right to the oysters which he has planted.

In Rhode Island all bottoms between high-water mark and the ship-channel are public property, to be controlled by the state in such a way as to secure the greatest good to the greatest number of its citizens. In 1865 laws were passed allowing the leasing to private citizens, for a term of years, at an annual rental of ten dollars per acre, of any bottoms which are covered with water

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Will be pleased to see their
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We do not know if there will be a duty put on Coffees or not, but we think it would be advisable for all our friends to keep their stocks well up in

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"REINDEER" BRAND

Condensed Milk, Condensed Coffees, Condensed Cocoa, Evaporated Cream.

There is always an active demand at this Season.
It will pay you to keep a well assorted stock of "Reindeer" Goods.

Snaps — IN — Prunes

This is the Season for Dried Fruits.

Sphinx Brand U Prunes, 1895—Good
" " U " 1896 } Very fine
" " C " 1896 }
California 25-lb. Boxes 40 to 50—Extra fine
" " " 50 to 60 "
" " " 60 to 70 "

THOS. KINNEAR & CO. 49 FRONT STREET EAST Wholesale Grocers TORONTO

at low tide and are not within any harbor line, to be used as a private fishery for the planting and cultivating of oysters, whether these lands contain natural beds or not, and efficient laws were enacted for the protection of private rights. By this measure the revenue of the state has been increased, and it is stated that the rentals of the beds will in time pay all the expenses of the state government. Nine-tenths of the annual supply are sold outside the state. It is doubtful whether there is any farming land in the United States which yields as great a profit to the acre as that used for oyster-planting in Rhode Island.

In Delaware there is a law which allows any citizen to appropriate fifteen acres of ground where there are no natural oysters, upon payment of a fee of twenty-five dollars and an annual license-fee of three dollars per ton for the boat used. This system has been the source of great wealth. Nearly half of the million seed-oysters which are annually planted upon these beds are taken from Maryland waters, and they cost the planter less than twenty-five cents per bushel, put down upon his beds. These oysters are taken up within three or four months, and are then sold for more than eighty cents per bushel.

A method of oyster-planting in artificial ponds has been highly developed in France, where it is found to yield an adequate return for the labor and capital invested, as oysters fattened in this way sell for fifty per cent. more than those from the natural beds.

In 1880 the exportation of oysters from the Chesapeake for planting was as follows: three million three hundred and seventy-five thousand five hundred bushels were planted at Wellfleet, Massachusetts, Portsmouth, New Hampshire, Portland, Maine, Buzzard's Bay and Vineyard Sound, Narragansett Bay, in Eastern Connecticut, at New Haven, and in New York Bay and Delaware Bay. This practice has existed for many years, and Chesapeake oysters were taken to New York and New Jersey for planting as long ago as 1825. Gould states that forty thousand bushels were used at Wellfleet in 1840, and one hundred thousand in 1850. It is probable that for the twenty years immediately preceding the war the town of Wellfleet planted on an average fifty thousand bushels of Chesapeake oysters each year.

The exportation of seed-oysters from Chesapeake Bay for planting in Connecticut was carried on on a very extensive scale for more than fifty years, although it has now practically ceased. In those times a large fleet of Connecticut vessels was employed in this traffic every winter, and some stirring traditions remain of perilous voyages during the icy season. In 1879 five hundred and fifteen thousand bushels of seed-oysters were taken from Chesapeake Bay to be planted in Connecticut, and after three years of good management brought about such a change that in the spring of 1883 one firm shipped to San Francisco fifteen millions of young oysters which had been reared on the Connecticut oyster-farms and were used for planting on the Pacific coast. Connecticut is now able to sell seed-oysters to other states, besides sending an immense supply to Europe.

Within recent years much attention has been given to the possibility of increasing the supply of oysters artificially. The oyster is enormously prolific, a single one giving birth in one season to many millions of young. Under a state of nature millions of oysters are born for each one which grows to maturity. One of the most important discoveries of the last fifty years is that it is quite possible to save many of these by artificial means.

Oyster-farming has come to be recognized as one of the great industries, but it is still capable of almost measureless expansion. An oyster is as subject to improvement by cultivation as a vegetable. The cultivation of oysters is therefore a legitimate employment for labor and capital. This industry can be successfully carried on on a small scale and with little capital in shallow waters and near the shore; but in deep water the investment of a large capital is required.

A successful method of farming consists in placing clean oyster-shells upon the bottom, just before the spawning season, for the attachment of the young, and then placing among these shells a few mature oysters to furnish the eggs. When the young oysters are large enough to handle they are distributed over the bottom. This method has been pursued for more than fifty years in the East River, near New York city. Oyster-farming is also carried on in New Jersey, on Long Island, and in Connecticut. This is a very profitable industry: upon a French farm of five hundred acres sixteen million oysters were taken in six tides.

The whole secret of oyster-culture is to furnish proper bodies for the attachment of the young. Many methods of doing this have been devised and employed. Although the development of this industry on a large scale is quite modern, seed-oysters for planting have been raised on a small scale in Italy for more than a thousand years by the following method: About the beginning of the seventh century a Roman knight, Sergius Orata, undertook the artificial breeding of oysters in Lake Lucrine. The enterprise was successful, and its author in a short time became very rich. The following method is still employed in that region, and we may presume that it is practically the same as that invented by Sergius. Upon the blackish mud are constructed here and there rockeries of rough stones, thrown into heaps sufficiently elevated to be protected from deposits of mud or slime. Upon these rocks oysters taken from the sea are deposited. Each rockery is surrounded by a circle of stakes. The stakes are united by a cord passing from one to another, to which are suspended between each two stakes a small bundle of twigs floating in the water at a short distance from the bottom. When the fishing season arrives the stakes and bundles of fagots are taken up, those oysters are used which are suitable for market, and then the stakes are replaced. The dis-

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WHOLESALE GROCERS *TORONTO*

TELEPHONES 399 AND 1399.

At First Hands

The trifles count. It's hard work getting new customers. Oftentimes though little things will bring them your way. You treat them pleasantly—your store is clean and bright—your prices seem just right, but somehow new business gets into any store, but yours.

A moment please. Quality! How about that? Looking after it closely? In that case you're already selling "Gold Dust" Corn Meal, and buying it fresh, clean, evenly cut, direct from the Mills—at first hands. It's the grocer who is not taking advantage of his opportunities that we're trying to reach.

"Gold Dust" Corn Meal.

From Manufacturer to Retailer—Direct.

The Tillson Co.'y Ltd.

Tilsonburg, Ont.

Our Catsup Won't Keep

That's why we are forced to make it continually.

Our customers can't keep it, either.

That's why there's money in it for them. . . .

How about your supply of this delicious spring appetizer? We always have it freshly made, and your orders either by mail or through our travellers will receive prompt attention.

PURE GOLD MANUFACTURING CO.

31-33 Front Street East, TORONTO

covery of a few very interesting ancient Roman pictures of the industry indicates that this method was used so long ago as the days of Augustus.

About sixty years ago an unknown fisherman in the East River, in New York, began practical experiments in this line. The famous French naturalist Coste soon after began his investigations and experiments in France. The American's experiments resulted in the American system of oyster-farming as it exists in Long Island Sound and on the south shore of Long Island. Coste's experiments have led to the development of the French system.

In 1858 Coste stated that out of twenty-three natural beds which formerly constituted a great source of wealth, eighteen had been completely destroyed, and the remainder so impoverished that they no longer yielded enough oysters for planting. In another locality, where thirteen valuable beds had annually yielded a harvest valued at eighty thousand dollars, only three beds remained, and these were so depleted that twenty boats could in a few days carry away all the oysters.

In March, 1858, Coste began the work of replenishing the exhausted beds on the coast of France. In an area depleted by dredging, where the beds had been so completely destroyed that they could not provide spat, six long beds of oysters were planted and buoyed out. The bottoms around these beds were then thoroughly planted with the shells of oysters and other mollusks. Bundles of twigs, six to ten feet long, were then fastened by stone anchors a foot above the bottom, to serve as spat-collectors. Six months later these bundles were found to be completely covered with spat, and twenty thousand young were counted upon one bundle.

Two Government farms were established, with a force of one hundred and twelve persons, and an area of nearly one thousand acres was stocked in the same way. In 1863, during six tides, and upon only half of the restocked lands, sixteen million oysters were taken. Land was ceded by the Government to individuals, and one area of four hundred and ninety-two acres was in a few years stocked with oysters valued at eight million dollars.

The American systen has grown up without direct encouragement from the Government, as the result of private enterprise. The French people are generally held to be the originators of the system, but this is an error. Several years before Coste began his experiments, the oystermen of the East River began the practice of shelling the beds at the spawning season in order to increase the supply. Three years before Coste began his experiments, the state of New York, in 1855, enacted a law to secure to private farmers the fruits of their labors, and a number of persons engaged in the new industry on an extensive scale. The industry has grown steadily from that time, and the East River is now the scene of the most painstaking and scientific oyster-culture in the United States.

Thus a modern industry has arisen by which the world is being furnished with an increasing supply of one of its favorite foods. But oyster-planting and oyster-farming are still in their infancy, and are yet inadequate to the immense demand. Year after year these interests are being extended, and the time is not far away when by these methods oysters will be produced in such quantities and at such moderate prices as readily to meet the needs of the world.

LATE MR. HUDON.

ONE of the oldest and best known citizens of Montreal died Sunday morning at one o'clock. Mr. Victor Hudon succumbed to that dreaded disease, la grippe, which he contracted during a trip he made to Roberval last January, at the advanced age of 85. He retained his consciousness until the last moment. The deceased was born at Riviere Ouelle, P.Q., August 21, 1812. In 1830 he became a clerk for Mr. Chouinard, Quebec. In May 1832. he removed to Montreal, clerking for Mr. J. B. Casavant, and was afterwards sent by him to St. Cesaire, where he remained five years. He then became a partner of Mr. N. C. Chaffers, St. Cesaire, doing business also at St. Dominique and St. Pie. In 1842 Mr. Hudon returned to Montreal, becoming a partner of his cousin, Ephrem Hudon, in the dry goods and grocery trade. The partnership was dissolved after fifteen years, and Mr. Victor Hudon continued alone, largely extending his import trade. For ten years he also did a heavy business at Havana. In 1872-3, he, with others, erected cotton mills at Hochelaga, under the name of the V. Hudon Cotton Mills Co. He founded the wholesale grocery firm of Hudon, Hebert & Cie., of Montreal. In 1834 he married Marie Godard, of Montreal. He had nine children, three daughters and six sons, three of the latter having entered the Jesuit Order.

Mr. Hudon was a staunch Conservative, always taking the deepest interest in the party's welfare. He has been a member of the Harbor Commissioners' Board for the last forty years, and had to sever his connections with that body last September, when the Conservative members had to give way to their Liberal confreres. For a number of years he was a director of the Jacques Cartier Bank, and always took a deep interest in the growth of the city.

THE BASIS OF PROFITS.

A large portion of the community hold the opinion that rich men acquire their fortunes by charging an exorbitant profit for their goods. This is a mistake, says an exchange. Profits are made in two ways, by economy of production and by a profit on the sale. Economy of production does not mean that low wages are paid for labor, but it means that a sharp lookout has been kept against waste; there has been economy of shipment, economy of service in the traveling field, economy and good judgment in the purchase of supplies; these are the factors that, carefully watched, mean a profit to the maker of the goods, without any trespass on good wages.

Then in the sale of goods only a small profit is charged. Competition is too sharp to permit of any other practice. The surplus is not made up from a large profit on a few articles sold, but from a small profit on many articles sold. The consumer is seldom wronged in the matter of profit on merchandise of any class. The dealer who sells 10,000 articles at a profit of 10 cents each has made more money than the dealer who sold 3,000 articles at a profit of 25 cents each. This is the principle on which Vanderbilt laid the foundation of his great fortune. When he opened his freight line into Chicago he cut freight rates squarely in two to begin with. This gave the shipper a big saving, but it at the same time made very much more money for Vanderbilt than if the old rate had been maintained. More people could buy goods because of the reduction this difference afforded.

SEEKING INCORPORATION.

The Toronto Biscuit and Confectionery Co., Ltd., is applying for incorporation under the Companies Act, Revised Statutes of Canada. The capital stock is one hundred thousand dollars, in one thousand shares of one hundred dollars each. The names of the applicants are: A. W. Porte, S. R. Parsons, Mary Elizabeth Porte, Annie Kate Parsons, and George Ritchie, barrister, all of Toronto. The first or provisional directors are to be the said Andrew William Porte, Silas Richard Parsons and George Ritchie.

HE EXPECTS TO BE WEALTHY.

With a sigh the grocer learned that he was only making 10 per cent. upon his investment.

"But I must be patient," he murmured. Presently he might have been seen flitting between the sugar barrel and the kerosene tank.

"Little drops of water, little grains of sand," he said.

Suiting the action to the word, a look of hope and courage overspread his countenance.

"I will yet be wealthy," were the words that fell from his lips.

Then he issued forth joyfully, although he knew in his heart that the scales were lying in weight for him.—Up To Date.

. . . Are you interested in . . .

Jams and Jellies?

Bargains in them the next two weeks.

: : VINEGAR : :

pure and free from acids and prices away down.

DRIED APPLES

I am wanting a few carloads of choice stock and pay cash. Send samples and quantity you have.

R. J. GRAHAM

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WHY NOT HANDLE THE BEST
WHEN JUST AS CHEAP?
A READY SELLER

ENGLISH ARMY BLACKING

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

THE YOUNG MAN AND HIS TIME.

"TIME is money" is an old saying. But this only begins to tell the truth. Time is more than money. It is learning, wisdom, character, success, power, when put to its right uses. Time makes the men who fill the ages with worth, the institutions that enrich the world, the epochs that glorify history. All great things are the product of time. Longfellow has written a volume of practical wisdom in one line: "Learn to labor and to wait."

Time is the element of labor which gives it success. It is not only labor but its continuance that works success. Spurts of labor, spasmodic smartness, lightning flashes of work are not enough. It is the spurt kept up, the smartness long drawn out, the lightning made perpetual, that accomplishes creditable things. Minutes are little things and small in their results, but minutes held to good uses till they make hours, and hours held on to till they grow into years, and the years made fruitful till they ripen into ages, accomplish the great things in human history.

A few years ago someone started a complaint against our American colleges that they failed to make great men as did the old colleges. And all the papers took it up, and a ringing complaint went the rounds that our colleges had degenerated because they produced no more giants. But after all the papers had become hoarse with their growling, some considerate editor thoughtfully said: "Gentlemen, you are too soon with your complaints. Colleges are to prepare men to grow and do; but no men are heard from as great men in any broad, national sense, till they have been out of college at least twenty-five years; after that they mature into greatness and become widely known." Then he cited the few truly great men of the present century in this country and Europe, noted when they left college and when they attained greatness in any generally accepted sense, and showed that time was a very important factor in the development of greatness.

But Longfellow's gem of wisdom asks us to wait as well as labor—that, is, wait while we labor. There is time spent in waiting; not time spent in idleness, but in labor. We must labor without expecting immediate results. The results of labor are slow in coming. Seeds are slow in germinating and slow in their early growths.

This lesson of the value and true importance of time in the make-up of our lives and successes is one of the most difficult for the young to learn. Youth is the ardent season. It is full of fire and zeal. Its imagination is active. "A continual dropping wears a stone." It is not only the dropping but to wait. It is in hot haste for action and attainment. It tires of old-fogy slowness, and covets quick returns and striking results in every enterprise. Yet the old law holds good that time will have its slow way in all its great results.

All the short cuts to greatness are accidental and not legitimate. They are not to be copied or to be cited as examples. There are some cases of quick success that have the appearance of being secured by some smartness, or short-hand skill, but examine hem closely, and they usually prove the old law that time will have its slow hand on all truly great and good results. The cases of success by lottery luck are mere chance affairs, and illustrate no law or principle.

It is always true then that time is one of the essential and important elements that enter into the make-up of strong mind, mature judgment, worthy character and notable success.

They who waste no time are seldom short of time to do everything well that needs to be done at all. Wasted time is the bane of many a life. It is this more than anything else that cuts short preparatory education. Time trifled away, time idled away, time fooled away, is what deprives many a life of success and fills it with shame. This is a point of vast moment to many a young man. The love of fun and frolic, the craving for society, the passion for a good time, so overcome many young men of good abilities and intentions as to dissipate their force of character and cripple every energy for any great purposes or noteworthy pursuits. Their waste of time will make them perpetual weaklings. Looking Forward for Young Men.

SUGAR STATISTICS.

Willett & Gray make the total stock of sugar in four ports, 298,054 tons, against 302,879 tons last week, and 142,331 tons last year. The six principal ports of Cuba by cable for week: Receipts, 15,115 tons; exports, 10,500 tons; stock, 70,939 tons, against 67,124 tons last week and 43,902 tons last year. Total stock in all the principal countries, 2,879,693 tons, against 2,385,608 tons at same uneven dates last year and 2,360,774 tons at the even date of March 1st last year. Afloats to the United States from all countries es imated 70,000 tons, against 70,000 tons last year. This week's summary of the statistical position shows stocks in the United States and Cuba together of 368,993 tons, against 380,003 tons last week and 186,733 tons last year, a plus of 182,260 tons over last year. Stocks in Europe, 2,510,700 tons, against 2,478,800 tons last week and 2,385,608 tons last year. Total stocks of Europe and America, 2,879,693 tons, against 2,848,803 tons last week, and 2,385,608 tons last year at the same uneven dates. The excess of stock is now 494,085 tons, against an excess of 512,550 tons last week, and a deficiency of 6,733 tons December 31, 1896. Afloats to the United States include shipments of 23,500 tons last week from Hamburg and Bremen. Freight room has been engaged for 22,000 tons. Shipments include 1,700 tons refined.

SIMNEL CAKES.

We are pleased to see that an eminent cake firm, whose name is often before our readers' eyes, have turned their attention to "Simnels," the rich cakes which it is a popular custom in some parts of England to consume during mid-Lent. The origin of the custom of observing the fourth Sunday in Lent as "Mothering Sunday," or otherwise "Simnel Sunday," is a question for the antiquarians, and even they may perhaps fail to give a satisfactory answer. It is, at any rate, a very old custom, traceable back to the days before Henry VIII brought about the English Reformation. On the fourth Lenten Sunday the young people used to visit their parents, carrying with them a present for "Mother" in the shape of a cake made with flour that had been blessed by the priest. This was called "Going a Mothering," and the cake a "Simnel" cake. Bury, in Lancashire, is perhaps now the town most famous for keeping up the practice, although at one time it was general in England. In Dorset, too, we believe the old custom lingers. It is also said to be kept up in Britany, which suggests an observance not confined to England in the old days, although it may have been a relic from the times when France was under English rule. It would be a pity the good custom should follow so many cheery old things into the limbo of the forgotten. Grocers have a direct interest in retaining it, since they are the persons to dispense those toothsome Simnel cakes, which ought to be popular enough, custom or no custom.—London Grocer.

"Our 7-lb. pails 'Gilt Edge' marmalade are selling fast," say Lucas, Steele & Bristol; "quality really first-class."

Some very attractive values in "Queen" olives are offering by Lucas, Steele & Bristol. The "Mammoth" is a beautiful bottle.

"We now have our 3, 4 and 5-bar goods packed, the two last in pounds and halves," say Lucas, Steele & Bristol. Can offer handsome special labels for 5-case lots, and will supply attractive tea books. We pack all black or mixed.

The following assortment of Williams Bros. & Charbonneau's pickles are sold by Lucas, Steele and Bristol in cases of two dozen each: 2 sweet mixed, 8 sour mixed, 2 sour gherkins, 2 sweet gherkins, 4 onions, 2 chow, 4 East India.

A
SNAP IN
PRUNES
TO RETAIL AT 5 CTS. PER LB.
Write for a Sample.
THE
EBY, BLAIN CO.
LIMITED
WHOLESALE
GROCERS
Toronto,
Canada

A DELIVERANCE ON EGGS.

IN their sixth annual circular just issued, D. Gunn, Bros. & Co., have the following to say regarding eggs :

There is every indication that an abundant supply of coarse feed stuffs in Ontario will lead to an unusually large production of eggs this season. Already supplies received in Toronto from various parts of the province are largely in excess of receipts at the same period a year ago, or of any past year, and the rate of increase will, in all likelihood, be continued. With a supply of eggs vastly in excess of requirements, more than usual interest must be centred in foreign markets. An import tax upon eggs of three cents a dozen under the McKinley tariff almost prohibited shipments to the United States, but the duty of five cents proposed by the Dingley bill must entirely close the American markets to Canadian egg-producers. But even were eggs admitted into the United States free of duty, it is doubtful if profitable shipments could be made from Canada to the large centres of consumption in the Eastern States. The egg production of the United States, according to the estimates of most reliable authorities, will be enormous this season, variously estimated at 20 to 25 per cent. more than last year. At the recent convention of the Iowa Egg Dealers' Association buyers were advised that not more than six cents should be paid for eggs for storage purposes. A number of dealers thought that eggs would be bought for less than six cents before the end of the season. From various other sources it was estimated that there would be fully twenty per cent. of an increase in the production of eggs in the United States this year over any other year. The farmers of the Middle and Western States are willing to sell their corn at from eight to twelve cents a bushel, while eggs at six cents a dozen, it is thought, would mean corn at fifteen or eighteen cents a bushel.

It seems inevitable that the egg dealers of the United States will actively compete with Canadian exporters in the British markets. The immense area of territory from which egg supplies can be drawn will give American exporters a wonderful advantage. In the past ten years the surplus egg supplies of the United States have, in the spring months, been placed in cold storage to await a better market. Enormous sums have been lost in this trade for some years, and several large cold storage companies have signified their intention to very materially curtail their storage operations in eggs. This, along with the anticipated increase in the production of eggs, must compel the Americans to look for other markets to dispose of their surplus stock. Anticipating such competition we should double our efforts. We must meet quantity with quality. The united energies of farmers, packers and exporters interested in the egg industry must be directed to marketing eggs of the best quality at the least expenditure of money. The farmers should be encouraged to improve their breed of poultry, paying special care to the breeds that produce eggs of the best quality, size and general appearance, so essential for the British market. Many useful suggestions along this line will be found in the proceedings of the Ontario Poultry Association. Farmers and merchants alike must remember that immediate shipments are essential to success in the egg industry. The cellars of the farm house and the country store are poor storehouses for eggs. Delay in shipment means stale eggs, and stale eggs mean ruinous prices. In individual instances storekeepers may have realized better prices by waiting for a favorable turn of the market, and possibly these operations might be repeated, but for every successful holding reported there are a dozen unsuccessful ventures. Taking the whole season into account, or a series of seasons, profits are made in the egg industry by those who make their shipments or sales promptly.

The following table will show the prices of eggs at New York and Toronto on March 15, during the past seven years. The comparison of values is interesting as showing the small difference in quotations in the two markets :

	1891	1892	1893	1894	1895	1896	1897
Toronto.....	16c.	14c.	17c.	16c.	15c.	16c.	11c.
New York	24½	14½	18	14½	12	11½	10½

The Eddy Snow Shoe Club, of Hull, P.Q., will hold its annual supper on April 3. There will be a tramp at 8 p.m and supper will be served at 10 p.m. Sorry we can't be there.

A WORD ABOUT FRUITS

Your customers have been feeding on apples for such a length of time that they would very likely appreciate a change. We have to offer---

California Evap. Fruits,
Peaches, Apricots,
Nectarines, Egg Plums,
Ruby Prunes, French
and Bosnia Prunes, Etc.

Canned Fruits of all kinds at extremely Low Prices.

H. P. ECKARDT & CO., Wholesale Grocers **TORONTO**

GILLARD & CO., LONDON, ENGLAND

MAKERS OF

Gillard's New Pickle

PACKED 2 DOZEN IN CASE

Single case lots $3.40, 5-case lots $3.30.

Gillard's New Sauce

Single dozen lots $1.75
Barrels of 12 dozen $1.60

10 Gold Medals

have been awarded at the Pure Food Exhibitions held in England, giving ample proof of the great purity and delicious properties combined in these articles.

NEXT WEEK

at Hamilton the public will be given an opportunity of testing these superior products at the Pure Food Exhibition held in that city. If you are in Hamilton don't miss it.

SOLD BY ALL WHOLESALE GROCERS IN CANADA

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
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and
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John Cameron, General Subscription Agent.
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TORONTO BOARD OF TRADE SHOULD AWAKE.

MUCH of a community's prosperity depends on its local board of trade. A board of trade is essentially a commercial institution. It is the watchman on the tower: watching that none of the community's rights are stolen or ignored; watching for opportunities to sally forth and appropriate trade at outside points. If it is not doing that it is derelict in its duty.

There was a time when the Board of Trade of Toronto was one of the most active and energetic institutions of the kind in the Dominion.

But its former activity appears to be giving way to passiveness. And this seems to be gradually getting more pronounced.

No important schemes having for their object the promotion of the city's and the country's interests are promulgated. On the contrary, there is a general lassitude, which, unless some galvanized influence is brought to bear, must ultimately result in atrophy.

Such things ought not to be. For some years the executive officers of the board have been collected from the very cream of the "Queen City's" business men.

To-day's officers were probably never in the history of the board exceeded in point of business ability. Mr. Edward Gurney, Mr. Elias Rogers, and Mr. A. E. Kemp, the president and two vice-presidents, are men who in their respective business capacities have exhibited more than the usual meed of ability. And yet the Board of Trade over which they preside is apparently asleep to its own, the city's, and the country's needs.

The officers of the past year and the officers of the present year have not been unmindful of this apathy. Read between the lines of the speeches delivered at the last annual meeting and one will discover that. Then why this apathy? The reason is not far to seek.

The trouble is with the rank and file of the membership.

First the members began to get a little sore because of the financial problems appertaining to the board itself which demanded solution. Then, a great many, instead of taking off their coats, became apathetic and disgruntled. And when they got out of sympathy with the officers of the board they of course got out of sympathy with the objects of the board, ultimately losing sight of them altogether.

Now, whatever evils inimical to the commercial interests of Toronto or the country exist, there appears to be no Board of Trade to rise up in its might and crush them.

Strong and all as the officers may be, they are not strong enough to do alone that which demands the united efforts of the members, any more than they can lift themselves by their boot straps.

Canada has arrived at an epoch in her history when it is demanded more than ever before that the business men of the country should lend their aid in shaping her destinies. And much will depend upon the measure of interest and activity which the boards of trade in the country develop. Toronto is one of the most important commercial centres in the Dominion, and if the Board of Trade in that city is wanting in its duty the country must, to a more or less extent, suffer.

It is to be hoped that the members of the Toronto Board of Trade will awake, and volunteer to follow where their officers shall lead.

SPECULATION IN TEA.

There has been an active demand of a speculative character for tea in Montreal this week. Low-grade Japans have been the goods in most demand and over 1,500 packages changed hands between Monday and Wednesday on the basis of 15c.

PROPOSED CANAL-DEEPENING.

CANADA'S inland waterways, natural and artificial, are one of her greatest peculiarities. No country in the world occupies a more enviable position in this respect.

But here and there in the great chain of lakes and canals, which run deep into the heart of the country, are spots upon which the hand of man has yet much to do before we can enjoy to the full the advantages which Nature has bestowed upon us as a nation.

The proposition, therefore, of the Dominion Government, as outlined in the Speech from the Throne the other day, to deepen the St. Lawrence system of canals to a uniform depth of fourteen feet is one which will doubtless meet with the general approval of the business men of the country.

Stretching from the Straits of Belle Isle to Port Arthur, at the head of Lake Superior, is a continuous navigable waterway of 2,260 miles. Included within this distance are eight canals, aggregating 71 miles. At present the depth of water in these canals ranges from 9 to 22 feet. The Sault Ste. Marie canal is 22 feet, the Welland 14 feet and the St. Lawrence river system 9 to 14 feet.

It will thus be seen that as long as some of the canals on the St. Lawrence proper have only nine feet of water on the sills the system itself is to all intents and purposes only a nine-foot one.

A nine-foot system is practically the same as was designed when the construction of the River St. Lawrence canals was in contemplation.

In 1871 it was decided to make the navigable depth 12 feet. Subsequently 14 feet became the idea. And it is this idea that the Government proposes to carry out.

Canal building on the St. Lawrence river began in 1821 with the Lachine canal, the original locks only giving a depth of five feet.

The total amount spent by Canada up to June 30, 1895, for canal construction and enlargement was in round figures nearly $70,000,000, and of this sum nearly $24,000,000 was on the St. Lawrence river canals. Our revenue from canals since

Confederation has aggregated about $10,500,000.

The tonnage passing through the St. Lawrence river canals amounts to nearly two millions annually and the freight averages about one million tons, besides nearly sixty thousand passengers.

With fourteen feet of water throughout, this system of canals would have greater utility, for breaking of bulk at Kingston would be avoided in many instances where it is now compulsory. Then we may naturally expect to see follow increased traffic and enlarged tonnage.

As the nine-foot and twelve-foot canal system have been compelled to give place to the fourteen-foot, so we may ultimately expect to see the last named give way to a twenty or twenty-five-foot canal. In fact, the agitation for it has been heard in the land for some years. But the size of our pocket bids us be patient in this respect.

Revised version of Horace Greely's advice: "Go west, young man, and blow up with the cyclone."

CURRANTS AGAIN ADVANCE.

INCREASED strength is being shown by the Grecian currant market, a cable received in Toronto on Wednesday announcing a further advance of 9d. per cwt. in fine Filiatra fruit.

Strong as the market is, it is quite possible that next season will see it equally as strong. Owing to the calling out of the reserves in Greece, all men between the ages of 21 and 30 years are with the regular army that is now eagerly awaiting an opportunity of jumping at the throat of their hereditary foe, the Turk.

As a result of this it is estimated that fully one-half of the vine and currant plantations have not yet been cultivated. Judging from the present condition of affairs, these men are not likely to get back to their accustomed avocations for some time.

The stocks of currants in Greece available for export were only 10,000 tons a month ago, and the statement which found circulation in England, to the effect that the Greek Government might throw upon the consuming market the currants collected under the retention bill, has been emphatically denied.

MOLASSES ADVANCING.

THERE appears to be considerable divergency in the advices from Barbadoes regarding values on new crop molasses.

It will be remembered that after the opening price had been cabled the market declined 3c. to 8c. from 11c., the opening figure.

Within the past ten days, however, the advices have been of a firmer tenor, a recovery of 1c. having been already chronicled in these columns.

Even at this advance some of the best commission men in Montreal remark that it is curious that they cannot get an order accepted at the Islands.

One big commission house has had an order for 5,000 puncheons at the Islands for some time, the limit being above the market, and has received no intelligence of its acceptance.

These facts do not argue that sellers at primary sources are in any great hurry to realize. On the other hand, it is equally true that Canadian importers this spring are equally indifferent about ordering.

This time last spring quite a few contracts had been placed, but THE CANADIAN GROCER saw four of the leading commission men in Montreal, and most of the big jobbing houses who do a large trade in molasses, and could not hear of a single important deal having been put through.

Late advices to hand from Barbadoes state that the more independent feeling manifested by holders there is due to the active demand from United States buyers, both for the crop on that island and at Porto Rico as well.

This demand is caused by a desire to import all the molasses necessary into the United States before the Dingley bill with its 3c. duty per pound on molasses becomes law.

THE PRICE OF DRESSED HOGS.

A comparison of the price of dressed hogs a year ago with the figures ruling to-day gives one an idea of the strength of the market in this particular.

A year ago dressed hogs were quoted at $4.65 to $4.75. To-day, packers' light hogs are quoted at $6.60 to $6.75 per hundred pounds, and heavy hogs at $5.50 to $5.75.

In other words, dressed hogs are from $1 to $2 per hundred pounds dearer than they were a year ago at this time.

We have to thank the activity which our hog products are meeting with in Great Britain for this appreciation in the value of Canadian hogs.

Speculation is all right as long as it does not cause peculation.

CHEAP CONGOUS DEARER.

One result of the new tea inspection law which goes into force in the United States on May 1 is a momentary stiffening in the price of low-priced Congou teas on the Canadian market.

It is expected that under the new law a great deal of the cheap teas which now find entrance into the United States will be denied admittance. Consequently, there is a rush to get as many of these teas as possible into the country between now and the coming into operation of the more stringent law.

As the Canadian market has been searched for cheap Congous, and a good many have been taken across the border, the price of this article on the spot has appreciated somewhat in value.

When a man becomes a convert to cash he forsakes the evil ways of the credit system.

DELAYED TARRAGONA ALMOND SHIPMENTS.

Some of the importers who ordered Tarragona almonds lately will not get their shipments till about six weeks later than they anticipated. At any rate, that is their fate as far as the lots transferred at Liverpool from the steamship Australia to the Cambrian are concerned.

It seems that the latter boat, which broke her shaft while in mid-ocean and put into the Azores, has been, according to information just received in Toronto, ordered by the underwriters to be towed back to Liverpool for repairs. It is probable that she will again sail about April 5.

In the meantime stocks of Tarragona almonds in Toronto are much reduced, and enquiries for supplies are numerous.

THE BEAN MARKET CONDITION.

THE situation of the white bean market in Canada is anything but satisfactory. On account of the floods in the bean-growing district of Western Ontario last season a great many damaged beans were put upon the market. This, of course, affected the export trade.

Then Michigan produced an enormous crop last season, negativing our opportunities on the United States market, to which we in the fiscal year ending June 30, 1896, exported nearly $250,000 worth of beans.

The British market has not been a good one for Canadian beans this season either, and primarily for two reasons. The chief reason is the large quantity of California beans that have been shipped to that market owing to the low freights ruling. Another reason is the lack of uniformity in the Canadian beans which have been placed on the British market, shipments often not coming up to samples.

Early in the season there was a demand for Canadian beans in the United Kingdom, but the unsatisfactory character of the quality curtailed it.

Shippers in Canada could not have prevented the competition of the California product, but they could have prevented, by the exercise of ordinary care, the sending of inferior quality beans to the British market. But they did not, and the country is compelled to suffer in consequence.

CANNERS AND FREIGHT RATES.

A special meeting of the Executive Committee of the Canadian Packers' Association is being held in Toronto as we go to press. The chief object of the meeting is to consider freight rates.

The packers have one particular grievance in this matter, and that is the long haul to Halifax.

The rate for this haul is two cents per hundred pounds more than the special rates which the packers formerly enjoyed.

Naturally, this rate affects both the trade of western packers with the Maritime Provinces and their export trade. And, of course, they are not at all pleased with the condition of affairs.

It is to be hoped that the railway companies will be as liberal as possible with the packers. One of the leading packers told THE CANADIAN GROCER that if the railways would accord the packers the Baltimore and Philadelphia rates he could largely increase his export trade in canned goods to Great Britain.

EXCITEMENT IN TOBACCO.

There has been a great deal of excitement in tobacco during the past week or ten days.

The idea obtains among a great many that the Government will increase the duty on that article, and they are accordingly free buyers.

The Customs duty on cut tobacco is 45c. per lb. and 12½ per cent. ad valorem, and on manufactured tobacco 35c. per lb. and 12½ per cent. Unmanufactured tobacco for excise purposes is free.

Our imports of cut tobacco last year for home consumption were $36,850 pounds, valued at $17,133, on which the duty paid aggregated $18,717, or 109 per cent. All other manufactures of tobacco, 40,173 pounds, valued at $15,562, on which the duty paid was $16,002, or nearly 103 per cent. The imports of free tobacco for excise purposes were 9,850,441 pounds, valued at $1,347,377.

The quantity of Canadian tobacco taken for use in 1895 was 596,741 pounds, and the average for the past 13 years, 553,083. The consumption per head in 1895 was 2.16 pounds, against an average of 2.17 pounds since Confederation.

The Inland Revenue duty on manufactured tobacco is 25c. per pound when made from imported leaf and 5c. per pound when made from Canadian leaf.

CANNED GOODS FOR ENGLAND.

The Delhi Canning Co. is this week shipping a carload of canned tomatoes and apples to the English market. Since last fall this firm has been shipping on an average two carloads per month to that market.

"We are getting," said Mr. Ferguson, "3d. per dozen more for our goods on the English market than are the United States packers. If we were not we could not do business there, on account of the higher freights that are against us."

SULTANA RAISINS.

The prospective change in the United States tariff on foreign fruits has caused the development of a firmer tone on that market for Sultana raisins.

In spite of that fact, however, dealers in Toronto have found it necessary, during the last few days, to make purchases in New York on account of the moderate character of the stocks on the local market.

Sultana raisins in the primary market continue firm on account of the reduced stocks held there.

The Produce Markets' Review, London, of March 20, in referring to the Sultana raisin market said: "The better kinds of the rain-damaged fruit have been more enquired for and are quite firm, but the lower kinds are more or less neglected."

TO TAX DEPARTMENT STORES.

In the Ontario Legislature on Wednesday, Mr. Middleton introduced a bill respecting department stores. It provides that the Council of any city having a population of 30,000 or over may pass bylaws for imposing a special tax upon stores carrying on more than three distinct kinds of business. The tax is to be in respect of each additional class of business, and in fixing the tax the same is to be regulated by bylaw so as to provide for a uniform tax, irrespective of each additional class of business, or the same may be graded in such manner as may be proper. The bylaw requires a two-thirds vote of the members of the Council, and the Act is not to take effect until January 1, 1898.

TAKING GOODS OUT OF BOND.

Although it has been said that the Laurier Government would not bring about many changes in the tariff, many merchants at Montreal are clearing sugars and liquors at a lively rate, while large purchases of tea are being made in the anticipation of a free breakfast table being made a thing of the past. Up to Saturday the Customs receipts for the month of March had reached $785,-464, or about $300,000 ahead of those for the same period of last year. For the last four days the receipts were as follows: March 24, $73,621; March 25, $72,058; March 26, $40,524; March 27, $120,-808. Of the last mentioned amount, about $100,000 represented sugar, as the total amount of raw sugar cleared at the port of Montreal for the week ending March 27 reached no less than 41,207,105 lbs.

A Trade Winner . . .

OUR

CROWN BRAND FLAVORING EXTRACTS

are growing in favor every day.

There is reason in this. It is simply owing to the fact that we are so careful in the manufacture that our Extracts cannot be surpassed by any for purity, strength and flavor. We make a large variety. Not only the standard Lemon and Vanilla, but almost every fruit, flower and spice flavor known can be had for the asking.

The point is--It will pay you to push the sale of this line. The goods will please your customers and win trade for you.

Robert Greig & Co.

456 St. Paul Street, MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, April 1, 1897.

GROCERIES.

THE feature of the wholesale grocery trade the past week has been the development of a keen demand for tobaccos consequent upon the anticipation of an increased duty on this article. Business in this particular line is much larger than usual, and one house informed THE CANADIAN GROCER that its sales of tobacco for the week were about equal to that of an average three months. Whiskies, too, are in brisker demand for the same reason, and enormous quantities are being taken out of bond in order to prepare for eventualities. A speculative demand, although not nearly as pronounced as in tobaccos and whiskies, has also sprung up for sugar. The speculative demand for teas continues to ease off, although desirable spot lots are still meeting with a fair request. Canned goods are steady with the demand moderate. Nothing new has transpired in foreign dried fruits. Currants continue firm. Oranges are steady, with those of Valencia growth slightly dearer in Liverpool.. Outside the speculative buying noted, business is quiet owing to some extent, no doubt, to the bad condition of the country roads. Payments are slow.

CANNED GOODS.

There is not a great deal of business doing in canned vegetables, but prices are holding firm. "Even that drug on the market, corn, has stiffened up a little," remarked one dealer. There is, no doubt, a better feeling in regard to corn, the decks having been pretty well cleaned up of the low-priced goods which were on the market. Packers, who a short time ago were asking 50c. are now demanding 55c. per dozen. No transactions are, however, reported. Enquiries for canned fruits are beginning to be heard. It is mostly for peaches, however, the pack of which last season was small. Canned lobster is scarce and dear. Salmon keeps firm, but there is not much doing. We quote standard brands: Tomatoes, 75c.; corn, 60 to 70c.; peas, 70 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.70 to $1.90; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50 to $1.55; cohoes, $1.15 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

Some cheap grades of green Rio coffee are offering, although there does not appear to be a great deal of business doing. Wholesalers report the demand fairly good. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There are no large supplies, but the demand is light. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

No change has taken place since our last. There is not much business doing. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

There is some speculative buying of sugar to be noted, but it has not yet assumed striking proportions, few of the Toronto wholesalers apparently having any disposition to take a hand in the business. Wholesalers in Hamilton and London appear to be much more venturesome in this respect. The ordinary demand is light. "Business," remarked the representative of one refinery, "during the past month was good, and for the three months I should say it is little, if anything, behind that of last year for the same period." In New York on Monday granulated sugar advanced ⅛c and yel-

Washboards

OUR LEADING LINES ARE

BANNER GLOBE
S.B. GLOBE
GENUINE GLOBE
AND
SPECIAL STAR

We will be pleased to make a sample shipment . . .

WALTER WOODS & CO.
HAMILTON

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to
Meadow Sweet Cheese Co.
P.O. Box 2321, Montreal
For Price List.

Teas Come and Teas Go

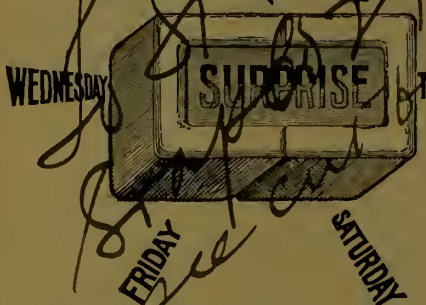
BUT . . .

"SALADA"
CEYLON TEA

goes on increasing in popularity with the grocer, and with the consumer. Because it is the finest of all Teas, and it is guaranteed to give you better satisfaction than any other, or you can return it.

SALADA TEA CO.
25 Front St. East - - TORONTO
15 Niagara St. - - - BUFFALO
318 St. Paul St. - - - MONTREAL

Best for Wash Day



Best for Every Day.

SURPRISE SOAP

Is not Cheap
Nor is it Dear

A first-class soap is economical.
Experience proves it. . . . .

You know it and can recommend SURPRISE to your customers to be worth what it costs. . . .

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

lows 1-16c. per lb. The local sugar market rules firm at unchanged prices. Wholesalers quote granulated at 4 3-16 to 4¼c. for 5 barrels and over, and at 4¼ to 4 5-16c. for less than 5 barrels; 3½c. per lb. upwards for yellows; Demerara crystals, 3⅞c.

SPICES.

The spice trade is quiet and prices unchanged. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, quoting 2½ to 3½c. for choice to fancy stock.

NUTS.

Sicily filberts are cabled 3s. to 4s. dearer. Locally there is nothing new to note. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

Business is quiet. We quote: Rice, Standard "B," 3¼ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

There is a good demand for spot teas of all kinds, but these teas have been pretty well picked over. There is a stronger market for cheap Congous, in sympathy with the United States market, where an effort is being made to secure all teas of this description before the new inspection law goes into force. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Fine Filiatra currants were on Wednesday cabled 9d. dearer in Patras. Locally, the market is firm, with the demand good for the season. We quote: Provincials, 4⅜ to 4½c. in bbls.; fine Filiatras, in bbls., 4½ to 4¾c.; do, half-bbls., 4½ to 4¾c.; Patras, 5 to 5¼c. in bbls., 5⅛ to 5¼c. in half-bbls., and 5⅛ to 5½c. in cases; Vostizzas, cases, 6 to 8c.

Valencia raisins are still neglected. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are in fair demand for shipment to outside points, but there is not much demand locally. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 7c. in boxes.

Dates continue quiet. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

There is nothing new to note in prunes, the demand being moderate. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

California evaporated fruits are in much the same position as a week ago. We quote: Peaches, 7 to 10½c. per lb., accord-

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. .. TORONTO.

E. NICHOLSON

124 Princess Street, **Winnipeg, Man.**

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Correspondence solicited from Manufacturers and Importers.

Jobbing Trade only supplied.

References : R. G. Dunn & Co., Bank of Ottawa. All Wholesale Grocery Houses in Winnipeg.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC

Kettle-rendered Lard of best quality

..Preservatives and Seasonings a specialty..

DO YOU HANDLE

BANANAS ?

We have them.

ALSO...

"Date Palm" NAVEL ORANGES
VALENCIA ORANGES
MESSINA LEMONS

CLEMES BROS., - Toronto

51 Front Street East.

ing to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Stocks of Sultana raisins on the spot are light, and there is a firmer tone in sympathy with the outside markets.

GREEN FRUIT.

Business has improved during the last few days, the demand being good for oranges, lemons and bananas. Marmalade oranges are about cleaned out, while Valencia oranges are cabled 9d. dearer in Liverpool. New cucumbers are on the market this week, and they sell at $1.75 per dozen. A great many apples are still being exported, 40,000 barrels being shipped from Canadian and United States ports last week. The improvement on the local market noted last week has been maintained. We quote: Oranges—Valencias, ordinary, 420's, $3.75 to $4 per case; large 420's, $5.75 to $6; 714's, $4.50 to $5 per case; marmalade oranges, $3 to $3.50. California navels, $3 to $4.50 per box, according to size. California Tangerines, $2.75 per box. Lemons—Messinas, $2 to $2.75 per box for both 300's and 360's, and $2.25 to $2.50 for choice; cocoanuts, $3.75 a sack and 60c. per doz. Apples—Baldwins and Greenings, $1.50 per bbl.; Spies, $2. Onions, $1.50 per 80 lb. bag for Danvers. Cranberries, Jerseys, $5 to $7 per bbl. and $2 per case; bananas, $1.50 to $2. Pine apples, 20 to 25c. each. Strawberries, $2.75 per case for pints. Cucumbers, $1.75 per dozen.

BUTTER AND CHEESE.

BUTTER—The market is in much about the same condition as a week ago. A great deal of poor stuff is on the market, while choice dairy butter is scarce and wanted. Creamery butter is more plentiful and prices are lower in consequence. We quote: Dairy butter—Tubs, 13 to 14c. for good to choice; low-grade to medium, 7 to 9c.; large rolls, 13 to 15c. for good to choice, and 7 to 10c. for low-grade to medium; pound prints, 15 to 16c. for good to choice. Creamery—Tubs, 18 to 19c.; 1-lb. blocks, 19 to 20c., according to make.

CHEESE—The situation is practically the same as a week ago. The demand is light. We quote September and October makes at 11 to 12c. per lb. and fodder cheese at 10 to 11c.

COUNTRY PRODUCE.

BEANS — The market is dull. Ordinary mixed lots are quoted by wholesalers at 40 to 50c. per bushel, and choice hand-picked at 75 to 80c.

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.

CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . . 140 Princess St. Market Square WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

Brisk demand for all good Roll Butter. Selling at 13 to 15c. for large Rolls and Pounds . . .

EGGS STEADY AT 11c.

Correspondence invited
Consignments solicited

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

JAPAN JAVA
MOUNT ROYAL
RICE
MILLS BRAND
PATNA BURMAH
D. W. Ross Co., Agents.

G.F.& J.GALT 42 SCOTT St TORONTO. PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

DRIED APPLES—Dull. Contracts for export made some time ago are being filled, but there does not appear to be any new business in this respect. Choice are quoted by wholesalers at 2 to 2½c., and fancy at 2½ to 3c.

EVAPORATED APPLES—A good many are being put into cold storage for next season. The market is dull and weak. Offerings are free at 3c. f.o.b., but exporters do not appear willing to pay more than 2¾c. Mail advices state that evaporated apples are selling in London as low as 3½c. per lb. Wholesale quotations are : Quarters, 2¾c.; sliced, 3c.; best brands, 4c.

HONEY—Quiet. We quote : Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light ; strained, 6 to 7c. per lb.

EGGS—Receipts are liberal. The demand, while good, is not equal to the supply, and prices are lower at 9c. for five-case lots and 9½c. per dozen for single cases. A further slight decline is looked for, but the fact that pickling will soon begin will naturally prevent a great reduction taking place.

POULTRY—Still scarce, with the demand good. We quote: Chickens, 40 to 70c. per pair; turkeys, 10 to 11c. for bright stock ; geese, 7 to 8c. ; ducks, 70 to 90c.

POTATOES—Are offering freely, with carload lots changing hands at 20c., and small lots out of store are quoted at 25 to 30c. per bag.

MAPLE SYRUP, ETC.—Shipments of new season's syrup have been arriving this week, and there is a good enquiry for it. Quantities coming forward are small yet. There has been a good demand for sugar, which is quoted higher. We quote new syrup at 80, 85 and 90c. per tin, and sugar at 9c. per lb.

FISH AND OYSTERS.

The fish trade continues quiet with prices as before. We quote : Manitoba white fish, 5½ to 6c.; ditto in kegs, $4.50 ; frozen trout, 5c.; ditto in kegs, $4.50 ; pickerel, 6c. per lb.; haddies, 6c. per lb. ; Labrador herring, $4.50 to $5 per bbl. and $2.75 per half-bbl. ; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb. ; ciscoes, $1.25 per 100; haddock, 4½c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, $1 per 100 ; fresh water herring (heads off), $2.50 per keg ; smelts, 6 to 9c. Oysters are quoted at $1.20 for standards, and $1.50 for selects.

SALT.

Trade continues moderate. We quote at Toronto : In carload lots, $1 per bbl. and 60c. per sack ; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote : F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PROVISIONS AND DRESSED HOGS.

Trade in meats continues good in all lines, the increased prices having stimulated business. Our quotations are, as a rule, higher than they were a week ago. Lard is in good demand, with stocks low. The market has been active in dressed hogs, which have been selling at $6.60 to $6.75 for light weights and $5.50 to $5.75 for heavy weights.

DRY SALTED MEATS—Long clear bacon, 7c. for carload lots, and 7¼ to 7½c. per lb. for ton lots and cases ; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11c.; rolls, 7½ to 8c. ; hams, large, 22 lbs. and over, 10½ to 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 11¾c. ; backs, 10 to 11c. ; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6¼ to 6½c.; tubs, 6½ to 6¾c.; pails, 6¾ to 7c.

BARREL PORK—Canadian heavy mess, $12.50 ; Canadian short-cut, $13 to $13.50 ; clear shoulder mess, $11 to $11.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN — Prices are lower for wheat than a week ago, and receipts are light. We quote : Wheat, 75 to 76c. for white and 73 to 74c. for red, and 62½ to 63c. for goose ; oats, 22 to 23½c.; peas, 41 to 42c.

FLOUR—Business is light and prices unchanged. We quote in carloads on track, Toronto : Manitoba patents, $4.70; Manitoba strong bakers', $4.30; Ontario patents, $4.30 to $4.50 ; straight roller, $3.85 to $4, Toronto freights.

BREAKFAST FOODS—Oatmeal is 10c. dearer. Business continues quiet. We quote : Standard oatmeal and rolled oats, $2.90 in bags and $3 in bbls.; rolled wheat, $2.50 to $2.60 in 100-lb. bbls.; cornmeal, $2.25 ; split peas, $3 to $3.25; pot barley, $3 to $3.25.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7¾ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c. for No. 2. Sheep and lambskins, $1.10 to $1.20.

WOOL— The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

PETROLEUM.

A moderate business is reported. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

MARKET NOTES.

Eggs are down to 9 and 9½c.

New maple syrup is on the market.

A further advance has taken place in hog products.

Peek Bros. & Winch, Ltd., have advised their Toronto agent, Mr. W. H. Halford, that they have established a business in

WE ARE *PAYING CASH* FOR **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

To Our Gentle Readers...

To those in fact, who, fretted and worried by the ever-present mental and physical strain entailed in the effort to procure Japan Teas of uniform quality, and which stand the crucial test of being approved by the wives and daughters of their customers, we come like the soft strains of an Evangel, and tell them of the freedom from anxiety which will follow their limiting future purchases of Japans to Teas fired, prepared and shipped by

SMITH, BAKER & CO., YOKOHAMA

These Teas can be had from all the most enterprising Merchants in the Wholesale Grocery Trade.

IN LONDON—From Edward Adams & Co. T. B. Escott & Co. A. M. Smith & Co. Etc.
IN HAMILTON—From T. B. Greening & Co. W. H. Gillard & Co. MacPherson, Glassco & Co. Balfour & Co. Duncan Bros. Lumsden Bros. Etc.
IN TORONTO—From Davidson & Hay Ltd. H. P. Eckardt & Co. John Sloan & Co. Etc.
IN MONTREAL—From Hudon, Hebert & Cie. Tees, Wilson & Co. P. S. Doyle & Co. L. Chaput, Fils & Cie. Rutherford, Durand & Co. Etc.

In fact, you can procure samples and supplies from the best Tea judges in Canada, all of whom will testify to the quality.

SALMON FAMINE

Statistics to hand from Victoria, B. C., show that the total shipments in 1896 to Eastern Canada have been alarmingly small as compared with previous years:—

1896	-	51,000 Cases.
1895	-	79,288 Cases.
1894	-	76,009 Cases.
1893	-	114,792 Cases.

So that in 1896 Eastern Canada only received 51,000 cases, as against 114,792 cases in 1893—or less than one-half.

In buying Cohoe Salmon ask for Golden Eagle or Golden Oreole, or when buying Sockeye Salmon ask for Empress Queen Brand, and insist upon getting it.

Lightbound, Ralston & Co.

IMPORTERS and COMMISSION MERCHANTS

MONTREAL. TORONTO. LONDON.

Colombo, Ceylon, and have made arrangements with some of the largest plantation owners there for handling their products.

Fine Filiatra currants were cabled 9d. higher in Patras on Wednesday.

Sugar in New York advanced on Monday ⅛c. for granulated and 1-16c. for yellows.

The Eby, Blain Co., Ltd., report that they are open to buy dried apples and invite correspondence.

The average weight of the dressed hogs cut up during the past three seasons by D. Gunn, Bros. & Co., pork packers, Toronto, were: 1895, 165 lbs.; 1896, 168 lbs.; 1897, 163 lbs.

QUEBEC MARKETS.

MONTREAL, April 1, 1897.

GROCERIES.

THE week has been a fairly active one in the grocery market. The absorbing topic at present is the possibilities in regard to tea, sugar and molasses in a tariff sense, which has led to a regular rush of business at the Custom House. Sugar is unsettled for this reason and molasses is firm at the Islands, while there have been some large speculative purchases of Japan teas. Other lines have been quiet, with easiness strikingly noticeable in several staple lines of canned goods, as noted elsewhere below.

SUGAR.

The sugar market maintained the firm feeling noted last week, and refiners, if anything, are more conservative than they were last week in refusing to book orders ahead. Another notable feature of the week are the heavy declarations of raw sugar that have been made at the Custom House lately. In a word the market is in an unsettled, nervous condition and will be so until the new tariff provisions are known to a dead certainty. The actual movement, therefore, is of moderate volume and jobbing prices are firmly held as quoted last week: Granulated, 4¼ to 4⅜c., and yellows, 3⅜ to 3⅞c.

SYRUPS.

Business in syrups continues quiet, and the market is without new feature, prices remaining as last quoted at 1⅜ to 1⅞c., as to quality.

MOLASSES.

The advices from the Islands on molasses are of a very firm tenor, and the market there shows a tendency to advance. On spot the fact has no influence on buyers, who have as yet not placed a single contract. In fact, there is considerable uncertainty about the future situation at the Islands, some agents claiming that they had offered to buy these above the market without getting any goods. In a jobbing way we quote 30 to 31c.

RICE.

The rice market continues steady with a quiet demand. We quote: Crystal Japan, $5 to $5.25; standard B., $3.50; Patna, $4.50 to $5.25; Carolina, $6.75 to $7.75; choice Bermuda, $4, and Java kinds, $4.25.

SPICES.

The spice market maintains its firm feeling under a fairly good demand. We quote: Pure black pepper, 8 to 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

The coffee market rules quiet. A few lots of Maracaibo at 15c. were the only business of importance noted. Other descriptions of stock were steady and unchanged. We quote: Maracaibo, 17½ to 19c.; Santos, 15 to 18c.; Rio, 15 to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

The tea market rules quiet but steady, with a fair enquiry for all grades. Stocks generally are light, and this is notably the case with the cheaper goods, which are picked up readily by buyers whenever offered. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There is no change in raisins, which rule steady for Valencias, as follows: Ordinary off-stalk, 5¼ to 5½c. fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

California raisins are firm, and to replace any stock here calls for full figures. Holders, therefore, are stiff at 6½ to 6¾c. for 2-crown, 7 to 7½c. for 3-crown, and 8 to 8½c. for 4-crown.

Currants remain firm. We quote: Provincials, bbls., 4c.; half-bbls., 4¼c.;

You Know it is Lent

• And we want you to know that we sell . .

GOLDEN HADDIES

The most **POPULAR** canned fish put up, and for which there is a big demand during **LENTEN SEASON.** Only the **VERY BEST FISH** are used, and they are smoked and packed immediately after being caught.

Delicious, Delightful and Delicate

Put up in full pound cans

NORTHRUP & CO.

Packers' Agents, ST. JOHN, N.B.

LEONARD BROS.'

Montreal House

Are offering their usual large variety of

Fresh Frozen Fish

FRESH AND SALT WATER

Ask for Quotation

24 and 26 Foundling Street

MONTREAL

ALFRED POWIS

BROKER

HAMILTON, ONT.

is prepared to purchase a limited quantity of first-class

DRIED APPLES

Must be Bright and Dry.

WRITE STATING PARTICULARS.

MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . .

JOHN E. MARSHALL

118 Commercial St., Boston.

D. H. RENNOLDSON, Agent in Montreal.

TRADE
BEARDSLEY'S SHREDDED CODFISH
MARK

Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

SELLING AGENTS: J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg
J. Hunter White, St. John, N.B.; H. F. Baker, Halifax, N. S.; W. H. C. BURNETT, General Western Manager
509 Masonic Temple, Chicago, Ill.

J. W. BEARDSLEY'S SONS, New York, U.S.A.

The World's Best

must be good, safe and profitable enough for every Grocer to handle.

COTTAMS BIRD SEED

occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers

APPLES
FOR EXPORT.

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

DAWSON & CO.
32 WEST MARKET STREET
Correspondence Solicited. TORONTO.

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL .. **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

CHEESE.

The English markets have been advancing for some days and Cheese will be higher. We have:

CHOICE FALL MADE
LARGE SIZE CHEESE
TWIN CHEESE
STILTON CHEESE
"STAR" CREAM CHEESE
"PEPSIN" CREAM CHEESE
"MEADOW SWEET" CHEESE

Write for quotations.

F. W. Fearman
HAMILTON
HAMS, BACON, LARD.

cases, 4⅜c.; half-cases, 4½c.; Filiatras, ditto; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes continue steady. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

Figs are unchanged at 8 to 12c., and dates at 5 to 6c.

Evaporated fruits are quiet and unchanged.

CANNED GOODS.

The canned goods market is rather dumpy at present, and it is now feared that there will be an overstock of many lines. Tomatoes are the one exception in this connection, stocks of these being almost exhausted, and none are now obtainable from first hands under 75 to 80c. Peas and corn, however, are rather heavy in feeling, and beans are the same way. Salmon are weak and 10 to 25c. lower. Fruits also give indications of easiness. We quote: Tomatoes, 75 to 85c.; corn, 60 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $1.50 to $1.80 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes $1.05 to $1.15; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $8.50 to $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

FISH.

There is little new in fish except to state that demoralization still exists. In fact, the Lenten demand this spring has been a decided disappointment. Values are nominal in every line in the absence of any transactions worthy of reporting and it is certain that large stocks of pickled fish wil have to be carried over.

GREEN FRUIT.

The green fruit market continues much as

Why not sell your customers the best?
One trial will convince you that
BROCK'S BIRD SEED
is the cleanest, best and most nutritious seed in the market. All wholesalers.
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

BUTTER

Good demand for choice Roll Butter. If you have any on hand, let us hear from you. . .

The WM. RYAN CO. Ltd.
70 & 72 Front St., East
TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

YOU will ensure prompt returns by sending your produce to us. •• Our experience of a QUARTER OF A CENTURY ought to help you to secure best results.

D. GUNN, BROS. & CO.
Commission Merchants
76-80 Front Street East, TORONTO

FRESH ARRIVALS

FANCY { CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.

HUGH WALKER & SON
GUELPH, ONT.

it was last week, demand being fair and prices steady. We quote: California oranges, $2.70 to $4.50 per box; Valencia oranges, $3.50 to $4 per box; lemons, $1.75 to $3 per box, and $7 to $9 per chest; cranberries, $1 to $4 per bbl.; Spanish onions, 85c. per crate; Malaga grapes, $7.50 to $8; bananas, $1.75 to $2.25 per bunch; pineapples, 20 to 35c. each.

APPLES.

The apple market continues steady with a fair demand at $1.50 to $2.25 per bbl., according to quality.

DRIED APPLES.

There is no change in dried apples, which sell slowly at 3c., and evaporated at 3¾c.

COUNTRY PRODUCE.

EGGS—Owing to continued heavy receipts of new laid eggs and the already large stocks on spot, the tone of the market was weaker and prices are lower. The demand was fair, and sales were made at 10½c., while this figure would probably be shaded for round lots Limed and held stock are dull.

MAPLE STOCK—There was a fair demand for new maple syrup, and prices rule steady at 55 to 60c. per tin, and at 5 to 5½c. per lb. in wood. The demand for sugar is good, and all offerings so far have met with a steady sale at 8 to 8½c. per lb., and bright old at 7 to 7½c.

BEANS—Business in beans continues slow, and prices are unchanged at 55 to 60c. in car lots, and 65 to 70c. in a small way.

POTATOES—The market for potatoes is quiet and about steady at 35 to 40c. per bag in car lots, and at 45 to 50c. in a jobbing way.

PROVISIONS.

There was no important change in the provision market. A fair trade is reported on local and country account for hams and bacon, and prices rule firm. We quote: Canadian pork, $12 to $13 per bbl.; pure Canadian lard, in pails, 6 to 6½c., and compound refined 4½ to 5c. per lb.; hams, 9½ to 11½c., and bacon, 10½c. per lb.

FLOUR, MEAL AND FEED.

In flour the demand is widening, and the indications at the moment are that a fair week's business will be put through on local account. There is a steadier feeling in Manitoba grades, while Ontario brands show no important change. Further cables from abroad were received to-day, but no sales made. We quote: Winter wheat patents, $4.30 to $4.50; straight rollers, $3.90 to $4.10; and in bags, $1.90 to $1.95. Manitoba spring wheat patents, $4.60 to $4.80; and strong bakers', $4.25 to $4.50.

The demand for feed continues good and the market rules active and firm, with prices tending upward. Sales of Manitoba bran were made at $12, and shorts at $13 per ton, including bags.

Business in oatmeal was quiet and prices show no change, rolled oats being offered at $2.70 to $2.80 per barrel, and at $1.35 to $1.40 per bag.

The demand for baled hay is improving and a fair amount of business is doing at firm prices. No. 1 sold at $9 to $9.50, and No. 2 at $8 to $8.25 per ton, in car lots on track.

CHEESE AND BUTTER

Cheese remains much as it was. Receipts of fodder stock are coming in and selling to the local trade at 9¾c. There has been no business in them for export.

Butter continues steady. Fresh creamery sells readily on local account at 20½ to 21c. and roll dairy is steady at 13 to 14c. Held creamery is slow of sale.

MONTREAL NOTES.

The feeling in canned salmon is heavy, as attested by a sharp decline of 10 to 25c. per dozen this week.

Declarations of raw sugar and molasses at the Custom House here this week have been unusually heavy.

Although 9c. is the nominal first cost at the Islands for Barbadoes molasses, it is claimed that 10c. has been refused.

There has been an advance here in canned tomatoes, and none are now obtainable from first hands for less than 75c.

The demoralization in fish continues and the Lenten demand this season has been a complete disappointment. Large stocks of pickled fish will have to be carried over.

Ward Bros., grocers, have just moved to the northeast corner of St. Lawrence and Sherbrooke streets, where they will have much more commodious premises and be able to carry a much larger stock to meet the requirements of their growing business.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., April 1, 1897.

THERE continues to be a steady improvement in business. St. John, on account the regular schooners running to Annapolis River and Nova Scotia Bay ports, has a larger trade in those sections than Halifax, as goods sold from there have to go by rail, making freight much higher. These schooners do not run in the winter, so that when they make their first spring trips—as they are now doing—it means active business. Indiantown, which is quite a large section of St. John City, is particularly interested in St. John River trade; therefore, during the winter business is very quiet there. Now, as the river is about to open, it becomes a very active part of the city. In markets there is little of particular interest. During the week pork products have become firmer. In many goods values rule lower than last fall, and holders of large stocks bought at that time find themselves at a disadvantage. There are very few exceptions.

OIL—About the only article for which there is any demand is lubricating oil, and that chiefly for late delivery. Lubricating oil would not be as much affected by a change of duty as the burning oil. Dealers are careful not to carry large stocks. We quote: Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c.; prime, 16 to 17c.

SALT—There is quite a large quantity of English coarse and fine salt afloat for here. Prices keep low, but tend higher owing not only to higher freight charges (and freight plays a large part in the cost of salt) but also salt itself tends higher. A better demand is noticed for Canadian salt. Only fine salt comes here from Ontario. We quote: Coarse, 43 to 45c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz

CANNED GOODS.—There is a fair, steady sale. Stocks being quite ample, goods are going lower than they could be replaced, but in peas, peaches and tomatoes higher prices are sure to come very shortly; in fact, many dealers have already advanced their prices. Quite a demand for baked beans is noted during the week. Some of our Canadian packers are now putting them up in sauce and they find a ready sale. There begins to be a larger sale for canned meats. Values show no change, though, owing to the large quantity of the Canadian packed now sold, and the fact that they cost lower prices, they appear less. Oysters find a better sale. Salmon for fall delivery are being offered. Lobsters are still scarce and high, with no prospect for lower prices. We quote as follows: Corn, 65 to 70c.; peas, 75 to 90c.; tomatoes, 80 to 90c.; gallon apples, $1.80 to $2; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.45 to $1.65; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.90 to $2; pineapple, $2.25 to $3; salmon, $1.30 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.15 to $1.25; clams, $5 for 4 doz; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—Owing to quite large ar-

Smoked Hams
Smoked Rolls
Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.
Wholesale Pork Packers
TORONTO

Brooms That Pay

Brushes
Brooms
Woodenware

We make good Brooms. Dollars and cents and brains and sense can't turn out better Brooms for the same amount of money. They last. They pay you a good profit. They pay you everyway. They pay your customers because you hold their Broom trade—for all time. Mutual satisfaction—all around. 127-page Catalogue (illustrated)—free.

Montreal Branch
1 and 3 De Bresoles St.

Chas. Boeckh & Sons
Toronto, Ont.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

Success in Selling

Depends upon the quality of the article sold . . . .

In Tomato Catsup

There is none better than we make. Put up in glass or wood.

Write for quotations.

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

MOLASSES

GOLDEN GATE
CHOICEST
NEW ORLEANS
Imported

Also MEDIUM and LOW GRADES.

WARREN BROS. & CO.
TORONTO.

"Kincora"

. . Ceylon TEA

For strength, flavor and uniformity of quality it has no equal.

JOHN SLOAN & CO.
Wholesale Agents
25c. 40c. 50c. TORONTO

A Certainty

is better than an uncertainty at any time. Don't experiment on your customers any more than you have to.

Excelsior Coffee

has always been a favorite, and it is a profitable article in constant demand. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

SPECIAL VALUE

PRUNES

SPHINX
UNICORN
CALIFORNIA

PERKINS, INCE & CO.
TORONTO.

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave

Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

rivals of green apples, prices are rather lower. While there is a fair demand, it is for a limited quantity. For a few extra cranberries a good price has been obtained, but the trade is flat. Lemons are very low and quality is good. There is no doubt as the season advances prunes will be higher. California oranges show no change in price. As noted in THE GROCER last week, the good quality of the Valencias now coming is affecting the demand for Californias. A car of American cabbage arriving this week brought a fair price. Strawberries are arriving in rather larger quantities, but sale is as yet light. There is no change noted in prices this week. We quote as follows: Messina lemons, $2.75 to $3.50; oranges, Valencia, $3.25 to $5; California oranges, $3.75 to $4.50; bananas, $1.75 to $2.25; apples, $1 to $2 per bbl.; cranberries, Cape Cod, $4 to $6 per bbl.; bog cranberries, native, $3 to $4.

DRIED FRUIT--Dealers have bought evaporated apples rather more freely during the past two weeks. It is difficult to get satisfactory stocks and prices keep very low. A number of samples offered, owing to poorness of quality, found no buyers at any price. Some 4-crown loose Muscatels were offered very low from New York this week. California prunes, owing to the low prices and also the small stock of French here, are finding better demand. They are offered about a cent below last year's prices. Raisins, though lower than earlier in the season, are still well above the price of last year. Onions are rather higher and firm. Very few off-stalk Valencias are here, but a few layers are still in the market. Dates and currants held firm. We quote: Valencias, 5 to 6c.; California L.M. 3-crown, 7½ to 7¾c.; London layers, $1.75 to $2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7 to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 5c.; onions, $3; cocoanuts, $4 to $4.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8½ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—There is a good business doing. Prices are held firm and higher prices expected as well as an advance in duty. Dealers have bought largely. Some sugar is still here bought before the last advance in duty. At that time it was held for a five-cent price that did not come. We quote: Granulated, 4⅛ to 4¼c.; yellows, 3⅜ to 3¾c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—While there continues to be some demand for New Orleans the arrival of new West India goods tends, at least for the time, to stop the importation of the other. There is, however, some demand for it even now. A cargo of Porto Rico is on the way here, and the West India steamer to arrive this month will have a full cargo of Barbadoes, bought at a low price. Buyers are backward. We quote: Barbadoes, 25 to 28c.; Porto Rico, 27 to 28c.; New Orleans, bbls., 26 to 28c.; Antigua, 24 to 26c.; syrup, 36 to 38c.;

DAIRY PRODUCE—New cheese are offered here for April shipment. The present stock is very light, with prices rather higher and very firm. As foretold by THE CANADIAN GROCER, eggs have stiffened in price and retailers find themselves buying and selling eggs at the one price. Stocks are light and prices firm. Butter is dull, but for best quality there is a fair demand at market price. Stock has been very plentiful this season, dealers refusing large quantities even in exchange for tea from regular customers. The great difficulty is the poor quality of the larger part of the country butter coming to hand. We quote: Dairy tubs, 14 to 17c.; creamery, 20 to 21c.; prints, 20 to 22c.; eggs, 12 to 13c.; cheese, 11½ to 12c.

FISH—Gaspereaux are beginning to have attention, but the quantity yet caught is

A BLACKSMITH . . .

knows more about blacksmithing than a philosopher; so do experienced cheese manufacturers understand their business better than others.

Look at this Jar

Then remember those relics of the past, the poor rubbish you used to sell. **MacLaren's Imperial Cheese** contains more cream than any other cheese ever offered to the public. It always retains its fine fresh flavor, and every particle is fit for use.

A. F. MacLAREN & CO. - TORONTO.

Heinz's Pickles.

Heinz's Tomato Ketchup is made of the best varieties of tomatoes, grown in localities possessing soil and climate adapted to their perfect development. The fruit is allowed to remain on the vines until fully ripened. It is cooked at once, and filled immediately into bottles, thus preserving the full natural flavor. Only sufficient spices are added to tone. It is a superlative relish for steaks, roasts, etc.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. TRADE KEYSTONE PICKLING & PRESERVING WORKS MARK PITTSBURG U.S.A.

small and prices keep high. A few frozen herring and cod still arrive, but the season is almost over. Lobsters are very scarce. Dry cod are dull, and there is no change in price. Boneless fish season is over. Pickled herring is very dull, with light stocks. Fresh haddies are scarce, and have to be imported from Boston to fill demand for smoked haddies. Smoked herrings keep low, but stock is quite light. We quote: Large cod, $3.25 to $3.50; medium, $2.75 to $3; pollock, $1.15 to $1.25; bay herring, $1.30 to $1.35 per half-bbl.; smoked, new, 5 to 6c.; shad, half-bbl, $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box; kippered, 95c. to $1 per box; Barrington, $3.25 per bbl.; Shelburne, $3.50 per bbl.; frozen herring, 55 to 60c. per 100; frozen cod, 2 to 2½c. per lb.; lobsters, 4 to 12c. each, small.

PROVISIONS—There is a very firm feeling in all lines, and quite a good trade is doing. We mark up clear pork, and it is still lower than outside markets would admit, though the feeling is hardly as firm. Smoked meats show a wide range, particularly hams. Local curers find it hard to get enough hams to supply the demand. We quote: Clear pork, $14 to $15; mess, $12 to $13; plate beef, $12 to $13; hams, 11 to 12c.; rolls, 7½ to 8c.; pure lard, 7 to 7½c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL — Flour is steady, but buyers here still look for lower prices. Stocks here are not heavy. Oatmeal seems easy, but with oats higher, firmer prices are looked for. Cornmeal holds the slight advance of a week ago. In beans there is no change. Wholesale men are well stocked. Seed shows no change for the week; demand is active and prices firm. Middlings and bran show quite an advance, and are hard to get. Demand for this market is not large. We quote as follows: Manitoba flour, $5.15 to $5.20; best Ontario, $4.60 to $4.70; medium, $4.35 to $4.40; oatmeal, $3.15 to $3.20; cornmeal, $1.80 to $1.85; middlings, car lots, in bulk, $15 to $16; bran, do, do, $14 to $15; hand-picked beans, 85 to 90c. prime, 70 to 80c.; oats, 32 to 33c.; hay, $11 to $12; barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50.

ST. JOHN NOTES.

W. J. Alexander, of Dorchester, has assigned.

The St. John Indian famine fund so far amounts to $2,696.

The C.P.R. is now shipping flour to Cape Breton via St. John rather than via Boston, as formerly.

Elser Boon and Thomas Fowler, of Fredericton, intend to start a general grocery business there about May 1st.

W. J. Mills and Hurley White, both of S. H. White & Co., Sussex, have returned from their trip to the West Indies.

Four hundred and fifty-six packages of live lobsters, shipped from Yarmouth to Boston, were quoted at $18 per crate.

J. R. Ayer, of Sackville, whose offer of 25 per cent. was refused by his creditors, has submitted an offer of 35 per cent. which it is likely will be accepted.

The need of a large refrigerator in the city market has been a want long felt and it is now to be supplied. Kane & McGrath are fitting up one that will hold over a car of fresh beef.

Mr. W. J. Atwood, of Atwood & Co., wholesale fish merchants, Boston, was in the city this week. He is looking after fresh fish shipments, particularly salmon. From St. John he went to the north shore points, such as Chatham, Loggieville, etc.

Mr. W. A. Robertson, of W. A. Robertson & Co., fish dealers, St. Andrew's, has bought out the business of Hunt, Barnes & Co., of Montreal, where he will now reside. His present partner, Geo. Gardner, will manage the St. Andrew's end of the business.

On account of the large quantities of cheese and butter now made in Prince Edward Island for export to Great Britain, strong efforts are being put forth to secure direct steamship service and to have it fitted with cold storage; also to have cold storage warehouses on the Island, that these goods may not have to be sent to Montreal as is now often the case. The fruit growers are also taking an interest in the matter. An effort will be made to get a subsidy from the Dominion Government. The Island people are forming a company to build a cold storage warehouse, and already $10,000 in $25 shares has been subscribed.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone bas in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

THE EBY, BLAIN, CO., LTD., are offering rice at special prices for the coming week.

Royal salad dressing in stock with the Davidson & Hay, Ltd.

Warren Bros. & Co. have a large shipment of green Rio coffee arriving.

A large shipment of layer Valencias arrived for the Eby, Blain Co., Ltd.

Dawson & Co. have arriving this week 160 cases of large-sized Valencia oranges.

Kieler's 7-lb. tins marmalade (new make) is in stock with the Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., are making a special push on Cunningham, De Fourier potted game delicacies.

The Davidson & Hay, Ltd., are quoting finest natural figs in 25-lb. boxes at bargain figures.

The Pure Gold Manufacturing Co. is in receipt of a good many orders for flavoring extracts for spring shipment.

The Eby, Blain Co. Ltd. are in receipt of a shipment of "Etolia" French prunes, in 55-lb. cases. They can be retailed at 5c.

The Hudson Bay Company, of Winnipeg, have just put in a stock of canned "Golden" haddies, and are now prepared to supply their customers.

The Davidson & Hay, Ltd., offer "Washington" concentrated lye, 100 per cent. strength. This is attractively put up. Lye that comes to the retailer at a cost that will allow him a good margin.

John Sloan & Co. have in stock and arriving large shipments of Indian and Ceylon teas. Some of these teas were bought when the market was low, and they are showing excellent value.

D. Gunn, Bros. & Co. report that their trade in butter and eggs last month was larger than in any previous March in the history of the firm. They also report a good demand for their special picnic shoulder hams.

New season's marmalade (Southwell's) will be in this week by steamer via Boston to Frank Magor & Co., Montreal. They will also carry a stock of this favorite brand in Toronto for the convenience of their western trade.

Frank Magor & Co., Montreal, are sending out this week some handsomely framed show cards for Keen's mustard. "The Dogs" (fox-terrier and pups) are in great demand, and when recently in Toronto Mr. Magor booked requests for nearly one hundred.

The genuine Seville orange marmalade is having a large sale with W. H. Gillard & Co., for whom it is manufactured exclusively. This firm believes in putting a first-class article on the market, and nothing but pure extra standard granulated sugar and the Seville orange are used in its composition.

At the Pure Food Exhibition to be held in Hamilton next week the public will be given an opportunity of testing and satisfying themselves as to the superior merits of Gillard's New Pickle and Gillard's New Sauce. Eight gold medals have been awarded these articles at the pure food exhibitions held in England within the past year.

The Tillson Company stated to a representative of THE CANADIAN GROCER that they have had exceptional success with their "Gold-Dust" cornmeal. They have been able to accomplish the very difficult operation of taking out even the minutest black specks which form at the germ end of the corn, and their trade has increased four fold in the past year for "Gold-Dust." Such success must be gratifying to the firm.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

Fancy evaporated apricots and peaches are selling rapidly with the Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., report the arrival of several lines of fine Indian and Ceylon teas, which they are offering at remarkable prices.

The Eby, Blain Co., Ltd., report the largest sales for this week of "Kolona" Ceylon tea of any week since its introduction to the trade.

"We still have a stock of No. 1 Labrador herrings in half-barrels, and dried fish, on which we can give rock-bottom prices for the next two weeks," say the Eby, Blain Co., Ltd.

LARGE WHISKEY CONSIGNMENTS.

Within the last fourteen days there have been forwarded from Parkmore Distillery to Messrs. James Watson & Co., Ltd., Dundee, thirty-two wagons with 577 casks, containing 30,000 gallons, and it was only in the month of December last that two special trains conveying over 35,000 gallons, were sent from the same distillery to Messrs. Watson. —Elgin Courant.

Chard, Jackson & Co., Montreal, are agents for the above celebrated firm.

Crosse & Blackwell

CELEBRATED FOR

Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.

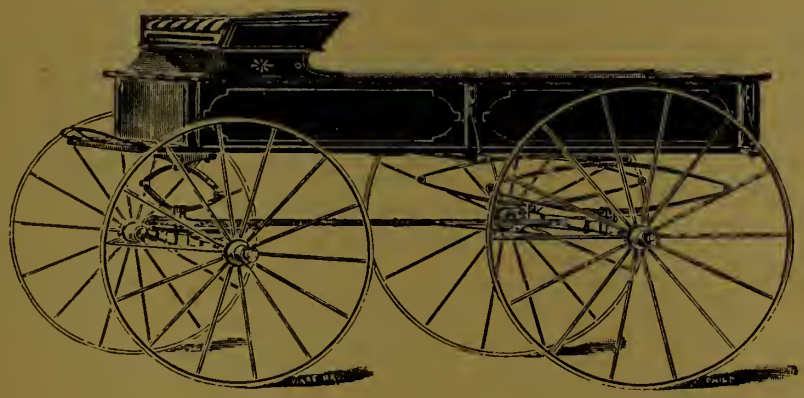
—SOLD BY—

All Grocers in Canada

Success in Business is Attained by Embracing Opportunities

HERE IS YOUR OPPORTUNITY

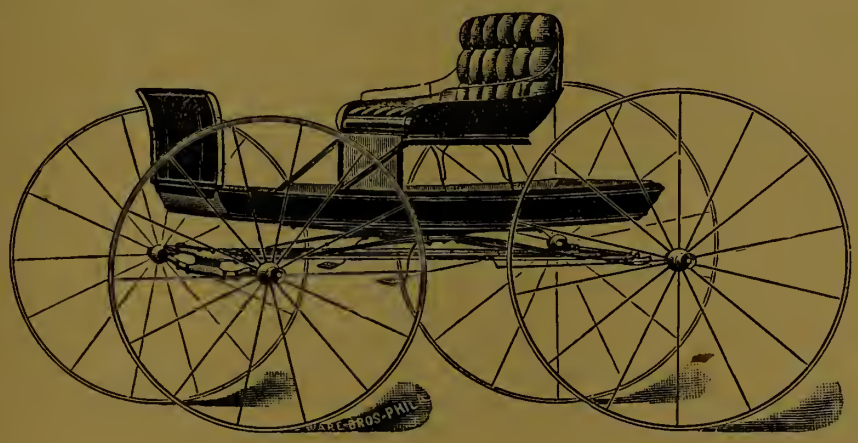
Have you a Delivery Wagon?



Don't You Want One?

These wagons are built by Wm. Gray & Sons, of Chatham. Each vehicle bears their name-plate and guarantee for one year.

Or do You Prefer This?



For General Business Purpose?

We have purchased a large number of these vehicles at a price enabling us to give merchants the benefit. We sell either of the above with a bill of our **Coffee, Baking Powder and Pure Ground Spices.**

We fully appreciate that spices with premiums offered by many manufacturers are, as a rule, cheap trash full of injurious adulteration and unfit to buy or sell. Every package of spice we ship **we guarantee absolutely pure** and ground from the best whole goods.

WRITE US FOR PARTICULARS.

The TORONTO COFFEE & SPICE CO. Ltd. Toronto

MANITOBA MARKETS.

WINNIPEG, April 1, 1897.

A STEADY thaw has maintained for the past week. Saturday there was a heavy fall of snow for about two hours, but by night it was almost all melted. The snow is disappearing rapidly, but so far there is no sign of a flood, though preparations for its possible advent are being made by those who carry large stocks in basement warehouses. Trade has increased in activity somewhat since last week and there are some changes in prices.

SUGAR—The general feeling is that there will very possibly be a rise in duty and a consequent advance in price and wholesale men are protecting themselves as much as possible against these contingencies.

SYRUP—Practically no change ; the demand is quiet and the market dull.

CIGARS—The feeling in regard to Havana goods is that there will be an increase in duty, and taking this with the advance at the factories in Cuba it will mean that Havana goods are going to be very high. A possible advance of $5 is also anticipated in domestic goods.

TEAS—It is still thought here that the Government will impose a specific duty on tea, but as no new importations can reach here before the 1st of July and all the present stocks are out of bond, it will not affect one house more than another.

DRIED FRUITS — The only change to be noted is that prunes are slightly lowered in price.

GREEN FRUIT — Market has improved since last week ; demand is brisker and for larger quantities. Navel oranges, $4.75 for first counts, and $4.25 for second grade. Seedlings, $3.50 per box, or $3 25 for five-box lots. Lemons, $4.50 per box, and demand good. Apples of good quality are still plentiful and range from $3 to $3.75, according to quality. In the whole course of Manitoba's history there have never been so many good apples on the market and such a brisk demand for them. This state of things has very materially affected the evaporated and dried fruit trade all winter.

CANNED GOODS—In both fruit and vegetable the market is firm. Tomatoes have advanced about 10c. per case since last week, and are now selling best brands at $1.90 ; ditto good seconds, $1.80. Corn stands at old price of $1.50 per case. Peas are scarce and firm. Stocks of canned goods are not large, but are exceptionally well assorted.

EGGS—Manitoba eggs are beginning to come in, though as yet the quantities are not large ; price for Manitobas, 17c. Considerable stocks from Manitoba are now in the city and are selling from 16 to 17c., but it is thought it will not be needful to import any further supplies from the American side.

BUTTER — Supply is short for first-class dairy and there is hardly any creamery offering. Good dairy, in tubs, 14 to 16c.; any creamery offering sells at 23c.; first-class dairy, in rolls, 17 to 20c.

CHEESE—Stocks light. Good September make, 9½c. per lb. for large and 9¾c. for small cheese.

CURED MEATS—Market very firm in all lines, a strong advance having taken place within the last week from ½ to 1c. per lb., according to cut. Hams, assorted sizes, 10 to 10½c.; bacon, bellies, 10 to 10½c.; backs, 9 to 9½c.; short, spiced rolls, 7 to 7½c.; shoulders, 6 to 6½c.

LARD—Firm at recent advance. Prices are : Pure, $1.55 to $1.60 for 20-lb. pails, and $3.50 for 50-lb. pails ; pure leaf lard, 3, 5 and 10-lb. tins, $5.75 per case of 60 pounds.

HALIFAX TRADE GOSSIP.

THE fish market is in much better position than for some time. Cod is actually scarce, and while the large Newfoundland stocks continue to bear the market abroad, our shippers, in a small way, are forcing up prices. The outlook is decidedly better. The quality of spring mackerel, 1896 catch, is in excess of requirements, and values are $3 below what was asked late in the fall. Every dealer is losing money on that article. New grocery cod will be on the market in April. Grocery herring are scarce. The market is bare of all varieties of smoked herrings. Quotations are : Dry cod, from vessels, tol quol, shore, prime, $2.50 to $3.50 ; small bank, $2.50 to $2.75; large do, $3 to $3.25 ; bay, $2.25 to $2.50; Labrador, $2.50 ; haddock, $1.75 to $2 ; hake, $1.75 ; pollock, $1.75 ; shore cod, from store, large, hard, $4 to $4.50; herring, Bay of Islands, split, No. 1, $1.50 ; Labrador, No. 1, $6 ; do, No. 2, $4 ; shore, No. 1, large, split, fat, $3.25 to $4 ; alewives, No. 1, $2.75 ; mackerel, No. 1, $15.50 ; No. 2, $13.50 ; No. 3, $7 ; salmon, No. 1, $13; No. 3, large, $11; No. 3, small, $9.

There is very little change in produce. P. E. Island potatoes are worth from 28 to 40c. and Nova Scotia 30 to 35c. P. E. Island oats are worth 30 to 32c., Nova Scotia 30 to 35c. and Canadian 26 to 28c.

Tea is coming in as freely as ever. Large consignments were received again this week. Everyone is stocked up. Duty or no duty, there will be no change in price on that account and certainly no additional revenue for the next two years.

Eggs are still on the down grade. Stocks are heavy. They are jobbing in case lots at 10c. for extra fresh stock.

Cheese is still booming. The quotation is 12½c. and for jobbing lots 13c. is asked.

The flour market, if anything, shows an improvement. Travelers for western millers say sales are better than last month. Quotations are : Hungarian patent, Manitoban, $5.30 to $5.40 ; Manitoba strong bakers', $4.90 to $5 ; Canadian pastry, $4.80 to $5 ; 75 p. c. roller patents, $4.40 to $4.50 ; 80 do, $4.30 to $4.40 ; 90 do, $4.20 to $4.30 ; straight, $4.15 to $4.25 ; extra, $3.90 to $4.

Provision dealers report an improved market, especially in fresh goods. P. E. Island mess pork hangs at the old quotation of $12, and American at $13. P.E. Island hams are worth 11c., and rolled bacon 9c.

There is very little movement in molasses. Some low-grade stocks went off on Boston account last week. Quotations are : Antigua, 24c. ; St. Croix, 25c. ; Porto Rico, 29 to 32c. ; Trinidad, 26c. ; Barbadoes, 26c. ; Demerara, 39c. ; St. Kitts and other low grades, 25c.

There is no change in the sugar market. Quotations are : Yellow "C," 3⅜c.; yellow "X C," 3⅛c.; standard, 3½c.; extra "C," 3⅝c.; standard "A," 3¾c.; granulated, 4¼c.; pulverized, 6c.; cut loaf, 6c.

Poultry is rather plentiful and cheap. Turkey is jobbing at 11 to 12c.; geese at 50 to 65c. each, and chickens and fowls at 30 to 45c. per pair.

Gunn & Co., Ltd., the new concern incorporated at the last session of Parliament, and which embraces the commission firm of Bent, Brighty & Page, and the milling firm of A. Gunn & Co., is putting its stock on the market. The capital stock is $70,000.

PERSONAL MENTION.

Mr. Ed. White, of Peek Bros. & Winch, London and China, who, it will be remembered, passed through Canada last autumn on his way to London, was last week in Toronto en route to China. Mr. White was not alone this time, for he had taken unto himself a wife while in England, and Mrs. White was accompanying him back.

Mr. J. H. Devaney, who has for some years been "on the road" for the Eby, Blain Co., Ltd., severed his connection with that firm on Wednesday, and on the following day associated himself with G. F. & J. Galt, of Winnipeg and Toronto. Mr. Devaney will represent the Toronto house of that firm east and north of Toronto for "Blue Ribbon" and the various other teas for which it is the Canadian agents. Mr. Devaney's numerous friends in the north and east will no doubt be pleased to see him again courting their trade.

FISH GOSSIP.

THE St. John's, Nfld., correspondent of The Fishing Gazette says: There is no doubt that the proposed higher duties on fish, if adopted, will affect the trade of these provinces in fresh salmon, smelts, halibut, bass and mackerel, and also the trade in smoked alewives and other kinds of smoked fish, as well as pickled herring and mackerel. Trade in dry codfish and pollock from Nova Scotia would also feel the effects.

This market is at present overstocked with fresh fish. One schooner went back down the bay with part of her fare last week. But others have come in, and a lot of eight tons of frozen cod and haddock that arrived to-day will require considerable time to be disposed of, as the weather is mild and the fish can only be peddled out in small lots. No dealer will buy any large quantity. The market for dry and pickled fish is quiet, with supplies ample and more stock dropping in from week to week.

The lobster catch has been small, and last sales reported down the bay were at 20c. each for lobsters 10½ inches and up, for the United States market.

The city oyster saloons now get their oysters in ten-barrel lots by steamer from Boston. The steamers now make two trips per week, and each cargo list contains some north shore salmon, bass, a few lobsters and generally some dry fish for shipment south, the latter coming from Nova Scotia.

A few thousand alewives have been taken in the harbor, and the first of the run sold at $3 per hundred.

SMALL LEAKS SINK THE SHIP.

A few reasons why some families are always poor. Scraps of meat, says a contemporary, are thrown away. Brooms and mops are not hung up. Cold potatoes are left to sour and spoil. Lights are left burning not in use. Vinegar and sauce are left standing in tin. Silver spoons are used in scraping kettles. Mustard is left to spoil in the cruse. Tin dishes are not properly cleaned or dried. Good new brooms are used to scrub kitchen floors. Apples decay for want of sorting over. The tea canister and coffee are left open. Soap is left to dissolve and waste in water. Woodenware unscalded is left to warp and crack Sugar, tea, rice and coffee are carelessly spilled. Dishtowels are used for dishcloths, napkins for dishtowels and towels for holders. Bones of meat and the frames of turkeys and chickens are thrown away when they could be used in making soup. More coal is burned than necessary by not closing the dampers when the fire is not used. Bread crumbs are thrown away when they can be made into puddings and various other dishes both appetizing and nutritious.

ADULTERATION.

A Manchester, Eng., merchant, who, according to Pearson's Weekly, was taking baking powder in bulk from a certain firm, called at headquarters the other day to say that there was something wrong with the goods.

"I don't think so," was the reply. "We make the best article sold in England."

"I think we ought to have a more perfect understanding," continued the dealer. "Now, you adulterate before you send it to me, then I adulterate before I ship, then the retailer adulterates before he sells, and the consumer can't be blamed for growling. I wanted to see if we couldn't agree on some schedule to be followed."

"What do you mean?"

"Why, I suppose you put in 10 per cent. of chalk, then I put in 20 per cent. of whiting, then the retailer puts in 30 per cent. of flour. That gives the consumer 40 per cent. of baking powder, and unless he's a born grumbler he'll be perfectly satisfied. You see, if you adulterate 50 per cent. on the start, and I adulterate as much more, and the retailer adulterates as much as both together, it's very hard for the consumer to tell whether he's investing in baking powder or putty. We might give him something for his money, if it's only chalk."

HONEY HELPS DIGESTION.

MUCH of the difficulties which people suffer from indigestion would be removed if honey were more generally eaten than it is, says an exchange. Cheap as this sweet has lately become, we are surprised that people do not have more of it on their tables. In combination with starchy foods like bread, honey enables them to be digested much better than is possible with the other more common combination of flour, sugar and butter made into cake. These are all carbonaceous, and, because of that fact, hard to digest. Honey is also a sweet carbon, but it is the nectar of flowers partially mixed with gastric juices by the bee which gathered it. The honey is therefore a sweet that is partly prepared for digestion, and to that extent relieves the labor of the stomach.

It will be objected, says an exchange, that honey is found very hard to digest by many people. But this is usually either because the honey is eaten with the comb, which is almost indigestible, or the person thus suffering from dislike of this sweet has, at some time in his or her life, eaten far too much, and thus has created a dislike that did not originally exist. Strained honey eaten moderately with whole wheat or graham bread is not likely to injure any normal stomach. The very white bread made from the starch only of wheat flour is not so good and should only be eaten in moderation. Both the honey and flour are exclusively carbonaceous, and though the honey is a help to digestion, it may not be quite sufficient help for so big a task. In the graham or whole wheat bread the nitrogenous parts of the wheat, the gluten and germ, are preserved. They give strength, which the white wheat flour will not, and thus enable all the bodily organs to perform their work. Excellent as honey is, it cannot furnish strength directly, though it will do so if eaten with such nitrogenous food as the system requires and which the honey helps to digest.

WILLIAMS BROS. & CHARBONNEAU'S

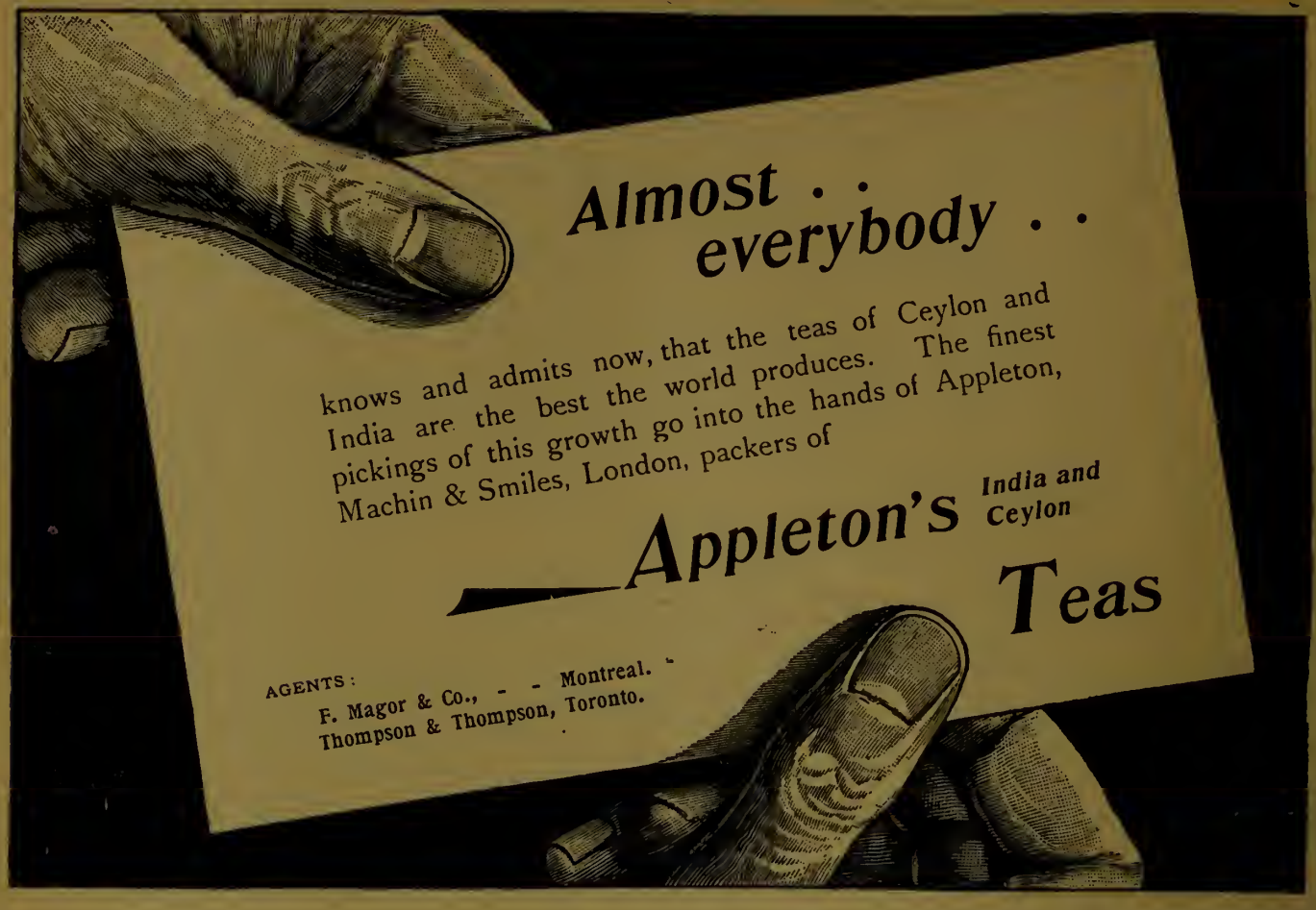
East India Pickles
Spiced Mix Pickles
Sweet Mix Pickles
Spiced Gherkins

Chow-Chow
Pearl Onions
Sweet Gherkins
Mrs. Jones' Catsup

IMPERIAL PINTS AND HALF-PINTS

Every up-to-date grocer should have them.

A. E. RICHARDS & CO. SELLING AGENTS HAMILTON, Ont.



OUR . .

"VICTORIA" BRAND JAPAN TEA (Registered)

Is the best value ever offered on the market for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal

They are all Coming to Them

CEYLON TEAS

Why ?

Because they are

Pure
Healthful
Clean
Economical
and
Profitable

EXPORT APPLE TRADE.

THE apple shipping season is now nearing its close. Ordinarily, the season practically ends at this time of the year, but owing to the unusually large crop of apples last year, up till now there has been a considerable quantity of fruit shipped, but from this time on it is expected that the volume of business will show a material decline every week.

The shipments of apples this season are by far the heaviest on record. An idea of the trade can perhaps be obtained when it is stated that the total shipments for the season from this country and Canada up to Saturday last were more than 1,300,000 barrels greater than those for any entire previous season, aggregating in round numbers, according to figures furnished by local freight brokers, 2,780,000 barrels. This total is nearly double that for any previous entire season, the heaviest previous year's shipments having been about 1,450,000 barrels, in 1891-92. The following table, prepared by Frederick S. Cortis, a local freight broker, is of interest, as showing the total shipments for several seasons past :

SHIPMENTS OF APPLES FROM UNITED STATES AND CANADA.

	Barrels.		Barrels.
1880-81	1,323,806	1889-90	677,762
1881-82	239,252	1890-91	451,285
1882-83	395,594	1891-92	1,450,336
1883-84	81,532	1892-93	1,203,538
1884-85	769,210	1893-94	174,841
1885-86	885,273	1894-95	1,438,155
1886-87	807,924	1895-96	751,255
1887-88	608,421	Boxes	15,471
1888-89	1,407,409	'96-97 to March 20	2,784,114

The following table, compiled by Joseph A. Brown, a freight and insurance broker, shows the rotal shipments for the season classified according to the points of export, with comparisons for previous years :

SHIPMENTS CLASSIFIED ACCORDING TO POINT OF EXPORT.

	1896-97 Bbls.	1895-96 Bbls.	1894-95 Bbls.	1893-94 Bbls.
New York	560,875	229 650	222,375	29,725
Boston	980,750	85,125	522,950	4,850
Portland	188,725	140,960	156,120	48,763
Philadelphia	1,370			
Montreal	698,450	127,050	272,727	57,125
Halifax	341 530	166,725	263,950	36,127
St. John	6,695			
Total	2,778,395	749,510	1,438,122	176,590

The season taken as a whole has been one of flooded markets and exceptionally low prices. In the fall shippers hurried over their fruit, fearing that if held it would have to be sold at still lower figures. In January of this year there was some improvement, but later a reaction set in and prices here range about $1.50 to $2, which, at this season of the year, is very low. Many instances have occurred where the shipper received no return whatever, but was obliged to advance money to pay charges. In the early part of the season also the heavy export grain movement caused a general advance in ocean freight rates, still further narrowing the margin of profit of the apple porter. One of the most encouraging features of the trade this season is the increased shipments to continental markets. Germany in particular was a heavy purchaser. The extra demand was primarily due to a shortage of the European apple crop, and it is admitted that with a normal production in Europe the market for American fruit on the continent will be considerably restricted. The American apple, however, it is stated, has gained a foothold, particularly in Germany, and many local shippers are of the opinion that with proper attention a steadiiy increasing trade with that country can be developed.—N. Y. Journal of Commerce.

POSITION OF CALIFORNIA PRUNES.

Reports from all parts of the country tend to show that stocks of California prunes are very much smaller than they were at this time a year ago. At this date last year New York's tributary markets were sellers instead of buyers, most if not all of them carrying stocks which they considered were too heavy to be disposed of through ordinare consuming channels. Before the end of the season they turned buyers again, and the new season opened with the market more closely cleaned up than ever before.

During the past six months or more local trade in prunes has been reported as unsatisfactory, and prices have had a downward tendency, partly because of the absence of anything approaching speculative interest, and partly on account of liberal and ever urgent offerings of southern California prunes at low prices. While at no time has there been an approach to activity in the market, the quiet but steady demands of consumption appear to have absorbed the bulk of the supply, both here and on the Coast, with the result that at the opening of the spring season the supply on hand is comparatively small. In this market it is estimated that there are not more than 60 cars in all hands, against 125 cars at the same date in 1896, while mail advices from San Francisco indicate that the supply left in the San Joaquin Valley does not exceed 35 cars, and that the quantity held in the Santa Clara Valley is about 50 cars. Even at the present rate of consumption it is conservatively estimated that the stocks all told in the various markets will be used up by the beginning of June. As April and May are the months of largest consumption in the first half of the year, holders of prunes are beginning to look upon them as good property, and consequently the tone of the market is hardening, though as yet there has been no quotable advance in prices. Latterly, the demand has improved, particularly for 50's, which are being taken in place of 40's, the supply of which is reported to be very light.—N. Y. Journal of Commerce.

ARTICLES WANTED.

AS WE ARE ABOUT STARTING ROASTING coffee, we are in need of a roaster. Parties having one for sale will kindly advise Sutherland & Campbell, Winnipeg, giving price and capacity. (15)

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

DON'T BUY A refrigerator until you have seen the
EUREKA
It is built on scientific principles, and of best materials.
A catalogue will give you all details.
ADDRESS :
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.

A Touch
A Rub
A Shine
That's the QUICKSHINE STOVE POLISH
Manufactured by
Alpha Chemical Co.
BERLIN, ONT.

For . . . . .
10 cents
We will mail you a valuable little book on
BUYING SELLING AND HANDLING OF TEA
This is a complete and useful work, which every grocer should have in his possession.
The MacLean Publishing Co.
26 Front St. West, Toronto.

STORE LOAFERS.

Editor CANADIAN GROCER,—It is easier to pull down than to build up, therefore it is also easier to see faults in others than in ourselves. It is about the faults in others I want to speak. I am, as you know, on the road most of the time and see all sorts of groceries and grocers, and it is to bring my kicks before the minds of the latter that I am doing this kicking.

1st kick : Why do so many merchants allow their stores to be the meeting ground for so many loafers? I was in a really nice general store last week and counted six men seated around the stove. When I advanced to introduce my wares the animated discussion that was going on when I entered was stopped, and every price I quoted was eagerly devoured by the gang of loafers who were doing their best to kill the microbes in that store with tobacco smoke. While I was there two women entered, but upon seeing the wide-mouthed audience they turned and went out again. Half an hour afterwards I was in another store and these same two women were buying a dinner set and some groceries, and did in fact spend about $21. I was anxious to know if my surmise as to their reason for leaving the other store were correct, so asked them, and they replied : "We hate to have a lot of men gaping at us when buying."

2nd kick : I have often had to show my wares to a merchant in his place of business, and frequently one of his customers or hangers-on will lounge over the counter, and with eyes and ears open take in all the prices and terms I give the merchant. Why won't the merchants stop this? It is a cause of common complaint among travelers. The traveler can't tell the bore what he thinks of him, because he might be offending "a good customer." More kicks next week.

KICKER.

SUPERIOR TO ALL OTHERS.

One of the largest retail grocers in New Haven, H. M. Tower, writes as follows, to Morse Bros., Canton, Mass.

On Feb. 15, 1897, there was sold direct to families from our store 436 boxes of Sun Paste stove polish under the following guarantee, namely, that if Sun Paste was not as good or better than any paste polish that they had ever used, we would give them their money back for the partly used box. Now remember this, out of those 436 boxes there was not one returned. On the contrary several ladies have voluntarily told me that it was the very best that they have ever used. In thirty days we have sold this paste to more than 600 different housekeepers, and in no instance have we had a customer refuse to take it the second time; these are facts that a good housekeeper should remember.

Signed,

H. M. TOWER, Grocer,
379 Congress Ave.,
New Haven.

BUSINESS CHANCE.

A FINE BUSINESS OPENING FOR PARTY with cash; a first-class, well-paying general store business in a prosperous town in one of the best districts of Manitoba is offered for sale by party wishing to leave the country; turnover about $25,000; good profits; stock about $9,000. For particulars apply to John Macdonald & Co., Toronto. (15)

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.
GOVERNMENT STAMPED
Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.
LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.
13 Jarvis Street, - TORONTO, ONT.

The largest Bedding Factory in Canada.

FEATHERS
BED PILLOWS
MATTRESSES
HAIR
AND
FIBRE
EIDERDOWN
QUILTS

For prices and samples write to the Manager at
290 Guy St., MONTREAL

THE ALASKA FEATHER & DOWN CO.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. TORRANCE, general merchant, North Bay, has assigned to P. Larmouth, Ottawa.

A. E. Fox, grocer, Coaticook, Que., has assigned.

A. Girard, grocer, St. Gervais, Que.; judicial assignment.

W. J. Alexander, grocer, Dorchester, N.B., has assigned.

John O'Donnel, grocer, Quebec, has made a judicial assignment.

Geo. Turcotte, general store, St. Julie, is offering to compromise at 50c. on the dollar.

The estate of Margaret H. Young, groceries and provisions, Toronto, is to be wound up.

R. Michaud & Co., general merchants, Lachine; Kent & Turcotte appointed curators.

Victor Beaulac, general store, St. David, is offering to compromise at 70c. on the dollar.

J. A. K. Plante, general merchant, Valleyfield; Lamarche & Benoit appointed curators.

Hugh Smith, general store, Flatlands, N.B., is offering to compromise at 50c. on the dollar.

Geo. Leduc, general merchant, St. Anne de Bellevue, is offering to compromise at 25c. on the dollar.

Job White, biscuit manufacturer, St. John's, Que., has assigned, and a meeting of creditors is to be held 3rd inst.

M. McDonald & Co., teas, Cornwall, have assigned to Sheriff McNab, and a meeting of creditors will be held on the 3rd inst.

PARTNERSHIPS FORMED AND DISSOLVED.

English Bay Canning Co, Vancouver, have dissolved.

Bail & Sabourin, general merchants, West Shefford, Que., have dissolved.

Macintyre Bros., grocers, Kincardine, have dissolved. Solomon Macintyre continues.

Decary Freres, grocers, Montreal, have dissolved. Business will be continued by E. Decary under same style.

E. G. Henry, groceries, boots and shoes, Drayton, has admitted Thos. Henderson as partner under the style of Henry & Henderson.

D. Dentremont & Co., general merchants, Metaghan, N.S.; new co-partnership formed by S. D. Dentremont & Co. and Joseph Corneau.

F. Hulbird and M. Stevens have formed a partnership to carry on business as general merchants in East Farnham, Que., under the style of Hulbird & Stevens.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

Dessault & Normandin, general merchants, Granby, have dissolved. Normandin & Fleury is the name of the new firm of general merchants in the same town.

Schultz & Hansen, general merchants, Gretna, Altona, Winkler and Morden, Man., have dissolved. They have been succeeded at the two first named places by Schultz & Stiefel.

SALES MADE AND PENDING.

John Templeman, grocer, Ottawa, is advertising business for sale.

The assets of T. Dudevoir & Co., grocers, Maissonneuve, have been sold.

G. Stewart, general merchant, Methven, is advertising business for sale.

The assets of J. Racette, general merchant, St. Julienne, have been sold.

H. J. Lehman, general merchant, West Montrose, is advertising business for sale.

The stock of the late W. C. Wilson, grocer, Woodstock, is advertised for sale by auction.

The general stock of J. A. Gagnon, St. Moise, Que., has been sold at 42c. on the dollar.

The stock of E. Dupuis, general merchant, St. Julienne, has been sold at 30c. on the dollar.

The general stock of L. Beaudin, St. Isidore de Laprairie, has been sold at 39c. on the dollar.

The general stock of Boursier & Co., St. Martine, Que., has been sold at 57¾c. on the dollar.

The stock, etc., of Margaret H. Young, groceries, etc., Toronto, are advertised for sale by tender.

The stock of H. & S. Desmarais, general store, Richmond, Que., has been sold at 55c. on the dollar.

The stock of C. Pelletier, general merchant, Petit Matane, Que., has been sold at 55c. on the dollar.

The stock of the estate of J. L. Morse, general merchant, Williamston, N.S., has been sold to Byron Morse.

The stock of Mrs. J. B. Magnon, general store, Pointe Aux Trembles, Portneuf county, has been sold at 58¾c. on the dollar.

E. N. Lavalle & Co., general merchants; stock at St. Fabien sold at 65c. on the dollar and that at St. Phillippe de Neri at 60c on the dollar.

Joshua Anderson, general merchant, Oakville, Man., is advertising business for sale. So are Pineo & Merrick, general merchants, Virden, Man.

CHANGES.

W. P. Walker is starting a grocery store in Cardinal.

A. Dumont is starting a grocery store in Montreal.

Lalande & Frere is the name of a new firm of grocers in Montreal.

A grocery store is being started in Montreal by E. Duchesne.

Harbic & Bergeron have opened a general store in Hawkesbury, Ont.

A. Colderano, fruits and confectionery, is starting business in Ottawa.

Jackson & Co., general store, Port Dover; style changed to H. B. Barrett & Co.

Lazenby Bros., general merchants, Hatzic, B.C., have been succeeded by V. Ross.

D. Chisholm, general merchant, Antigonishe, N.S., has sold out to Chisholm Bros.

J. C. Downs & Co., grocers, Stanstead Plain, Que.; Joseph C. Downs registered proprietor.

John White has been registered proprietor of the firm of John White & Co., grocers, Montreal.

Rendell & Co., general merchants, Greenwood City; Powell's interest sold to J. J. Caulfield.

J. E. Shaffner, general merchant, Lawrencetown, N.S., has been succeeded by J. & E. Shaffner.

Croil & McCulloch, general store and creamery, Wales, have opened a branch at Osnabruck Centre.

W. Brown & Sons, general merchants, Pointe Fortune, Que., have opened a branch at St. Eugene, Ont.

Neil & Co., general merchants, Lucknow, are giving up business. So is E. McGrimmon, grocer, St. Thomas.

S. Luzon has started a grocery store at Ste. Cunegonde. A. Vidal, a grocer of the same place, has sold out.

Begin & Labrecque will begin business in Levis on May 1st as grocers. Auguste Lavergne will also open a grocery store there on the same date.

DEATHS.

John Collison, grain, Harriston, is dead.

Benjamin Woodill, groceries and liquors, Sydney, N.S., is dead.

J. H. Lawrence, groceries and furniture, Maple Creek, N.W.T., is dead.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

GALOPS CANAL

NOTICE TO CONTRACTORS.

SEALED TENDERS ADDRESSED TO THE UNdersigned, and endorsed "Tender for the Cardinal Section of the Galops Canal," will be received at this office until 16 o'clock on Saturday the 17th day of April, 1897 for the works connected with the enlargement of the Galops Canal.

Plans and specifications of the work can be seen on and after the 31st day of March, 1897, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Engineer's office at Cornwall. Printed forms of tender can also be obtained at the places mentioned.

In the case of firms there must be attached to the tender the actual signatures of the full name, the nature of the occupation and residence of each member of the same, and further, an accepted bank cheque for the sum of $150,000 must accompany the tender. This accepted bank cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted bank cheque thus sent in will be returned to the respectives parties whose tenders are not accepted.

The Department does not bind itself to accept the lowest or any tender.

Contractors are specially notified that the condition requiring the works to be wholly completed by the 31st day of January, A.D. 1899, will be rigidly enforced and all penalties for delay exacted.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 20th March, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

(15)

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

COARSE
BUTTER
TABLE
SALT
ROCK
CHEESE
PACKER'S
VERRET, STEWART & CO. - MONTREAL, Que.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**
A Perfect blend of the finest
INDIA and CEYLON TEAS
For which we are sole agents in America.
It will please your customers.
J. F. RAMSAY & CO.
Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

PUREST AND BEST

Windsor Salt
ALWAYS GIVES SATISFACTION
and costs no more than inferior brands of salt.

For Sale by all Wholesale Grocers.

WINDSOR SALT CO. Ltd.. Windsor, Ont.

USED BY THE CLASSES

. . AND . .

USED BY THE MASSES

KEEN'S D.S.F. MUSTARD

Has Earned Universal Popularity

BY ITS UNEQUALLED FLAVOR

CURRENT MARKET QUOTATIONS

Toronto, April 1, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
½ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 lb. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
1 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
2 cent can.....	0 90
Ocean Wave—	
No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5 lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
8 oz. tins, 3 " "	2 40
4 oz. tins, 4 " "	1 10
1 lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER,

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases.....$0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases.....	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases.....	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

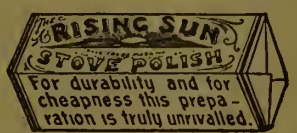
THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per doz
New York Dressing, 1 doz. cases.....	0 75
panish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.. ..	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed.....	0 07
Warblers Bird Seed	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed	0 04½
London Bird Seed, bulk 25 lb. cases..	0 05
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

CORN BROOMS

CHAS. BOECKH & SONS.

Carpet Brooms—	net. per doz.
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

The Question is

Are you satisfied with the quality of the Starch you are selling? Are your customers satisfied with the quality of the Starch they are buying? If not, perhaps a trial of our goods would create a better feeling on both sides of the counter.

No woman will use poor Starch in preference to good Starch. That's the reason why a trial always leads to constant use of

EDWARDSBURG STARCH CO. Cardinal, Ont.

Edwardsburg Starch

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 70	1 90
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 60
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2s	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Gree n Gages, 2's	1 60	1 80
" Lombard	1 50	1 70
" Damson Blue	1 15	1 40
Pumpkins, 3s	0 70	0 90
" gallons	2 10	2 25
Raspberrie s, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 70	0 75
Lobster, talls	2 30	2 40
" flats	2 85	2 90
Mackere	1 20	1 30
Salmon, Sockeye, talls	1 35	1 45
" " flats	1 40	1 75
" Cohoes	1 10	1 20
Sardines, Albert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " " ¼s	0 10½	0 11
" " " " " ½s	0 18½	0 19
ardines, other brands 9¾	11 0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kippered Herring, 1-lb.	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Fiudon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	....	2 50
" 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1½ lb.	7 00	7 20
" " 2 lb.	8 50	8 80
" " 2½ lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" " 2 lb.	6 50	6 80
Chipped Beef, ½ lb.	1 60	1 70
" " 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" " 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb.	70	75
Potted Meats, Tongue or Ham ½ lb.	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb.	70	75
Potted Deviled Ham or Tongue, ½ lb.	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish.

	per doz.
Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 365c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Fruttl Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1o pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs.	0 30
Caracas, ¼'s—6 and 12 lbs.	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs.	0 26
Diamond, ¼'s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs.	1n 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb.	$ 0 34	$ 0 36
Triple Vanilla—		
White "	0 73	0 83
Unsweetcned—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. boxes	0 19	0 20

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH

SEEDS for 1897

Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. St. James Street **Montreal**

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Bellevillo, Ont.
Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

To Oblige

SMALL GROCERS

SILVER DUST

WASHING POWDER

Is put up in half-cases

If . . .

Your wholesaler is out of it write us. We can put you on the right track to make money selling washing powders.

SILVER DUST MANUFACTURING CO.
Hamilton

Every up-to-date Grocer should keep

COWAN'S

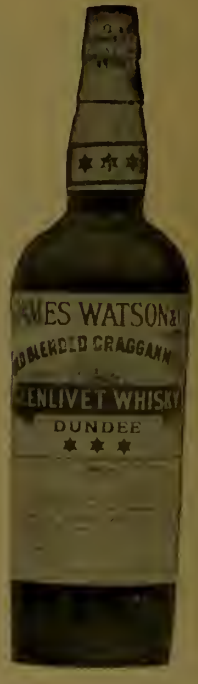
HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

Send your orders to

THE COWAN CO., Ltd.
470 King St. East, Toronto

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844
IS THE BEST

ASK FOR MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.

(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ½'s, 6 lb. bxs.	0 24
Fry's "Monogram," ½'s, 6 lb. bxs.	0 24
Cocoa—	**per do**
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.

(R. S. McIodoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracca Choco ate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate. 0 21	0 43
Mott's Sweet Chocolate Liquors. 0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamood Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. I, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	33
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Braod—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ⅓ " " "	0 29
" ¼ " " "	0 30
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 1C, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17
Barrels, 2c. per lb. less.	

Terms, 3 p.c., off 30 days.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb	....	....
Improved Shredded, "	....	....
Beaver " "	....	....
Macaroon "	....	....
Desiccated "	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 14 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 19 0 22
Maracaibo	0 18 0 20
JAMES TURNER & CO.	
Mecca	.... 0 34
Damascus	.... 0 30
Cairo	.... 0 25
TODHUNTER, MITCHELL & CO.'S	
Excelsior Blend	.... 0 34
Our Own "	.... 0 32
Jersey "	.... 0 30
Laguaya "	.... 0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 28 0 28
Santos	0 22 0 26
Crushed East India	.... 0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

Royal Satin Cream Chocolates . . . .

The most delicious confection on the market. No waste. Easily handled. Pays big profit. Packed 12 beautiful boxes in a case. Travellers have samples. See them. We are the only makers.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1	oz. Bottle, per doz.	0 90
2	" " "	1 50
2½	" " "	2 00
4	" " "	3 00
8	" Bottle "	6 00
4	" Glass Stop'r "	3 50
8	" " "	7 00

Parisian Essence, per gross..... 21 00
Ketchup, Fluted Bottles.....gross 12 00
Ketchup, Screw Top..... " 21 00
" S. & L. "High Grade" per doz 3 50
Pepper Sauce, per gross..... 15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef	No. 1, 2 oz. tins	$ 3 00
	No. 2, 4 oz. tins	5 00
	No. 3, 8 oz. tins	8 75
	No. 4, 1 lb. tins	14 25
	No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles		3 00
4 oz. "		6 00
8 oz. "		9 00
16 oz. "		12 75

Fluid Beef Cordial—20 oz. bottles.... 15 00
Milk Granules, in cases, 4 doz..... 6 00
Milk Granules with Cereals, in cases, 4 doz 5 00

FRUITS.

	FOREIGN.	per lb.	
Currants—Provincials, bbls ..		0 04⅓	0 04½
" ½ bbls ..		0 04½	0 04⅝
" Filiatras, bbls.....		0 04½	0 04¾
" ½ bbls ..		0 04½	0 04¾
" Patras, bbls.....		0 05	0 05¼
" ½ bbls.....		0 05	0 05⅛
" cases		0 05⅛	0 05½
" Vostizzas, cases....		0 06	0 08
" Blue Pearls.....		0 08	0 08½
Dates, Hallowee boxes (new)		0 05¼	0 06
Figs—Eleme, 10 oz.....		0 07½	0 00
" " 10 lb		0 09	0 12
" " 18 lb		0 11	0 13
" " 28 lb		0 13	0 16
" taps		0 03¾	0 04½
" natural, boxes.....		....	0 07
" ditto, bags.....		....	0 04½
Prunes—Bosnia, cases		0 06	0 07
" Bordeaux.....		0 04½	0 06½
Raisins—Valencia, off stalk..		0 05	0 05¼
" Fine, off stalk		0 05¾	0 06
" Selected		0 06¾	0 07
" Layers.....		0 07¼	0 07½
" Sultanas		0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs.,3 & 4 cr.		0 07½	0 08½
" Malaga		per box.	
" London Layers.....		1 60	1 80
" Black Baskets		2 20	2 65
" Blue Baskets.....		2 25	3 50
" Choice Clusters.....		2 25	2 75
" Dehesa Clusters		3 50	4 00
" Non Plus Ultra		....	6 00
" Imperial Bunches.....		5 75	6 00
" " Russian Clusters		5 00	5 50

DOMESTIC.

Apples, dried, per lb.....	0 02½	0 03
" evaporated.....	0 03	0 04

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	....	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case.....	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case.....	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case.....	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size.....	1 20
Acidulated, 2 qt. size	1 50
(Sold by all wholesale grocers.)	

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.		
1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	....	2 15
40 dy	....	2 20
30 dy	....	2 25
20 16 and 12 dy	....	2 30
10 dy	....	2 35
8 and 9 dy	....	2 40
6 and 7 dy	....	2 55
5 dy	....	2 75
4 dy A P	....	2 75
3 dy A P	....	3 15
4 dy C P	....	2 55
3 dy C P	....	3 75

HORSE NAILS—
Canadian, dis. 50 per cent.

HORSE SHOES—
From Toronto, per keg.... .... 3 60

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. c. dis.
Round-head iron, 75, 10 and 10 p. c. dis.
Flat-head brass, 77½, 10 and 10 p. c. dis.
Round-head brass, 72½, 10 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]
1st break (25 in. and under).... .... 1 35

ROPE—Manilla 0 08 0 08½
Sisal 0 06⅜ 0 06⅞

AXES—Per box 25 9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—

Heavy T and strap.....	0 03¾	0 04¾
Screw, hook and strap	2 50	3 60

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons.....	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—
Selected packages, per gal. 0 44
2c. extra outside points.

LINSEED OIL—

Raw, per gal	0 43	0 44
Boiled, "	0 46	0 47

2c. extra outside points.
GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt.....	$3 35
Star Standard, 12 qt.....	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt.....	4 75
Tubs, No. 1.....	13 30
" " 2.....	11 40
" " 3.....	9 50
Fibre Butter Tubs (30 lbs).....	3 80
Nests of 3.....	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans.....	2 65
Wash Basins, flat bottoms	2 65
" round bottoms	2 50
Handy Dish.....	2 25
Water Closet Tanks.....	17 00
Dish Pan, No. 1.....	7 60
" " " 2.....	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails.....	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS.	per doz.	
Frank Magor & Co., Agents.		
range Marmalade.....		1 50
Clear Jelly Marmalade.....		1 80
Strawberry W. F. Jam.....		2 00
Raspberry " "		2 00
Apricot " "		1 75
Black Currant "		1 85
Other Jams " "	1 55	1 90
Red Currant Jelly		2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb....	$0 40
Fancy boxes (36 or 50 sticks) per box..	1 25
"Ringed" 5 lb. boxes, per lb.....	0 40
"Acme" Pellets, 5 lb. cans, per can..	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars....	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box...	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases....	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish.....	7 50	8 00
Banagher	9 50	10 00
" in wood, per gal..	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases.....	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports.....	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland....	8 75	9 25
" Special Scotch.....	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch	....	4 40
Special old Scotch....	....	5 00

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins.....	$0 40
" ½ lb. tins.....	0 42
" ¼ lb. tins.....	0 45
Round Tins—	
F. D., ½ lb. tins.....	0 25
" ¼ lb. tins.....	0 27½
" 4 lb. jars, per jar.....	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.
Pony size,.. $7 50	Beer Mug..	16 20
Small Med. 7 50	Tumbler ..	11 50
Medium.... 10 80	Cream Jug	21 00
Large..... 12 00	Sugar Bowl	22 00
Spoon..... 18 00	Caddy.....	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb..	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz.....	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz.....	1 00
Dalley's Superfine Durham Mustard, bulk, per lb.....	0 12
¼ lb. tins, 4 doz. in case, per doz....	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz.....	2 40
4 lb. " "	7 80
¼ lb. glass tumblers.....	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal.....	2 50
Celery Salt, 2 oz bottles, silver tops, per doz.....	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.....	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03¼	0 03¾
Patna.....	.....	0 04¾
Japan.....	.....	0 05
Imperial Seeta	.....	0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina.....	0 09½	0 10
Grand Duke.....	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons....	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters..	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package.....	0 07
Silver Gloss, large crystals.....	0 06¼
Benson's Satins, 1-lb. cartoons...	0 07½
No. 1 White, bbls. and kegs.....	0 04¾
Benson's Enamel, per box.....	3 00
Culinary Starch—	
W. T. Benson & Co's Prep. Corn	0 06½
Canada Pure Corn.....	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps.....	0 7½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes. 1 lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08 0 08¼
PURE—16-lb. boxes.....		0 07
OSWEGO CORN STARCH	40-lb. boxes, 1-lb. packages.....	0 07½

DO YOU WANT

COCOANUT?

Packages or Bulk

If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Pnblisher.
Plnmbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

HELLO ! ! ! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by . . .

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

For puddings, custards, etc.

ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs.	0 04¾
Kegs, 100 lbs	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs	0 06½

SUGAR.

	per lb.	
Granulated	4 3-16	4 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05¾	0 06½
" in 50 lb. boxes	0 05½	0 05⅞
Extra Ground, bbls. Icing	0 05⅝	0 05⅞
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03¾	0 03⅞
Bright Yellow	0 00	0 03⅞
Dark Yellow	0 00	0 03½
Demerara	3 50	0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls
Dark.....per gallon.	0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (com)	....	0 40
" 2 gal. palls	....	1 00
" 3 gal. palls	1 35	1 40

MOLASSES.

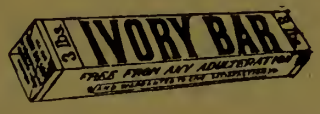
Barrels	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot..... 4 20
Box Lot..... 4 10
Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.	....	0 35
" " 60 ½-lbs.	....	0 35
" " 30 1-lbs.		
" " 120 ½-lbs.	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common	0 13	0 14
Young Hyson— PING SUEYS.		
Half Chests, firsts	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings	0 07½	0 11

LIPTON S TEAS.

No. 1 Ceylon, retailed at	0 50	0 35
No. 2 " "	....	0 40 0 28
No. 3 " "	....	0 30 0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c	0 20
Brown Label, ½ lbs. retailed at 26c	0 21

Green label, retailed at 30c	0 22
Blue label, retailed at 40c	0 30
Red lable, retailed at 50c	0 36
Gold label, retailed at 60c	0 44

Terms. 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.	
Blue Label, retail at 30c	0 22
Green Label " 40c	0 28
Red Label " 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, " 80c	0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's	0 57
Laurel, 3's	0 49
Brier, 7's	0 47
Index, 7's	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, In caddies	0 48
" " in 40-lb. boxes	0 48

WASHING POWDER.

"SILVER DUST"

Case	72 1-lb. cartoons	5 00
Half case..	36 1-lb. "	2 50
Case	24 3-lb. "	4 25
Half case..	12 3-lb. "	2 12
Case	100 5-cent packages	3 50
Half case..	50 5-cent packages	1 80

WOODENWARE.

	per doz.
Pails, 2 hoop, clear. No. 1	$ 1 45
" 3 " " "	1 60
" 2 " " " 2	1 40
" 3 " " " 2	1 55
" " " painted " 2	1 40
Tubs, No. 0	8 00
" 1	6 50
" 2	5 50
" 3	4 50

THE E. B. EDDY CO.

Washboards, Planet		1 60
" XX		1 40
" X		1 25
" Special Globe		1 50
Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross	$ 2 00
" 10 " "	1 10
" 2 Tiger,	5 00
" 4 " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

FOR THE **LIGHTEST**

WHITEST AND

SWEETEST CAKES

DUNCAN LITH. Co HAMILTON.

USE

OCEAN WAVE BAKING POWDER

PLEASES EVERYBODY

MANUFACTURED BY
HAMILTON
COFFEE & SPICE Co
HAMILTON

A Prize indeed fit for a Queen,
The Brownies all are much amazed,
A Cake so fine they n'er have seen,
"Heres To "the POWDER with which twas raised.

BRANTFORD STARCH

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

"Bovril Limited"
OF LONDON, ENG.,

Having purchased the business of The Johnston Fluid Beef Co., of Montreal, are now in a position to offer all their products on the Canadian market. . . .

Head Offices in Canada: 27 ST. PETER ST., MONTREAL

Correspondence Solicited

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer $3.00

Send for Samples.

THE DRY GOODS REVIEW
TORONTO . . . . . MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

Is the UNCONDITIONAL ACCUMULATIVE Policy of the

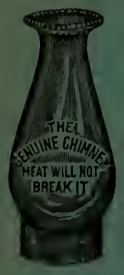
CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

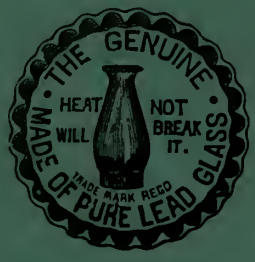
J. K. MACDONALD, Managing Director.
W. C. MACDONALD, Actuary.

THE "GENUINE"



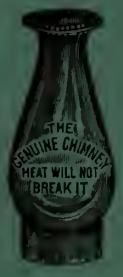
Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.



GOWANS, KENT & CO., - TORONTO

The Standard of Excellence

Is an enviable record for any product to attain, and as applied to Gelatines is synonymous with

KNOX'S
GELATINE

The Only Pure Gelatine Made.

It received the highest medal at the World's Fair for strength, purity and good flavor. My reputation and my capital stand back of my Gelatine, and I authorize grocers to guarantee satisfaction or money back.

MAKES 2 QUARTS JELLY

Write for Liberal Offers.

Agents—

A. E. Richards & Co. - Hamilton
William H. Dunn - - - Montreal
Beattie & Elliot - - - - Quebec
C. & E. MacMichael - - St. John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.

C. B. KNOX,
JOHNSTOWN, N.Y.

LEA AND PERRINS'

Observe that the SIGNATURE

Lea & Perrins

Is now printed in blue ink diagonally across the OUTSIDE WRAPPER

Of every Bottle of the

Sold Wholesale by the Proprietors, Worcester; Crosse & Blackwell, Limited, London; and Export Oilmen generally.

RETAIL EVERYWHERE.

ORIGINAL . . . WORCESTERSHIRE **SAUCE.**

AGENTS—J. M. Douglas & Co., and Urquhart & Co. Montreal

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—McKinnon Building
Cor. Jordan and Melinda Sts.
THOS. O. IRVING, Superintendent.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, APRIL 9, 1897. No. 15

COLMAN'S
MUSTARD

BEST ON EARTH

PEEK FREAN & Co's

BISCUITS AND CAKES.

Have obtained great Celebrity for their
PURITY & EXCELLENCE

Factory—LONDON. Sample Room—Schepp Building, Hudson and Duane Sts., NEW YORK.

Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Toronto and Montreal
W. S. CLAWSON & CO., St. John, N.B.
SPRATT & MACAULEY, Victoria, B.C.

Manufacturers' Agents.

Or Address . . . .

Armour Packing Co., Kansas City, U.S.A.

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . . CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Grand Mogul Tea

Is holding on its way, a good seller and profit maker for all who handle it. Our special advertising will boom the sale the next few months. No other Package Tea is equal value.

Write us for particulars or ask our travelers.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

Standard Goods THE Best to Handle

FOR PURITY

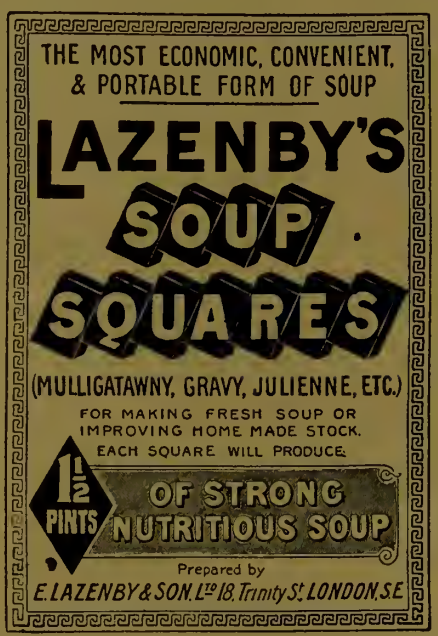
This brand is always reliable.

FOR STRENGTH

Highest test $98\frac{50}{100}$ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

If you have not used these Soup Squares



Try Them. They are the best Manufactured

Genuine Macaroni

Is branded with this name.

P. CODOU

IT IS THE FINEST QUALITY MANUFACTURED.

AGENTS FOR THE DOMINION

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

Do You Sell Crockery?

Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. POTTERSBURG P.O. ***London, Ont.***

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

A shrewd and successful Business Man once said,

"Never allow yourself to become prejudiced or your business to "get into a rut. Seek the lowest market on the most trivial article, and "always place your order with a house that gives the lowest figure for "*the best value*. Deal with your neighbors if you can, giving them "first, and always your own countrymen, the preference. It is these "small items that count in business."

Eddy's Matches

are always up to the mark—are the best value for the money—are made in Canada for us Canadians. Please keep fully stocked with these reliable, well-known and ready-selling Brands . . .

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The E. B. EDDY CO. Ltd.

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38 Front St. West - - TORONTO
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AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

OUR Standard Blacks.

TEAS that demand the earnest consideration of discriminating buyers. Rich, creamy, invigorating beverages. Consumers delighted; your trade enlarged; your profits increased.

NO CHANCE VALUES HERE: Every tea forming a part of these blends carefully tested and selected, with a view to securing the most pleasing and stimulating liquors possible.

Uniform, Satisfying. Sought after by those who appreciate "THE BEST" in Teas.

Five Brands...

THE 400 SELECT MORNING LUXURY

GLOBE

IMPERIAL RUSSIAN

W. H. Gillard & Co. Wholesalers Only. Hamilton

JOHN MOUAT, Northwest Rep., WINNIPEG.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, APRIL 9, 1897 ($2.00 per Year) No. 15

HOW GLUCOSE IS MADE.

GLUCOSE is connected in the minds of the people with all that is bad. Some think it is made from dead horses; others believe that it comes from glue, and most of them are sure that it destroys the lining of the stomach. The fact is, says Chicago Record, glucose is a sugar, resembling cane and beet sugar in many of its properties, but is not quite so sweet. It is perfectly harmless, and can be used to advantage as a substitute for the more expensive sugars in preserving fruits, and also for making candies, jellies, syrups, and like purposes.

A great deal of it is used in the manufacture of wines and beers, for glucose can be converted into alcohol by fermentation. Glucose can be made from any substance containing starch, and practically all of the glucose turned out in this country is made from corn. In Europe potatoes are used as a source of glucose. A bushel of corn yields about 40 pounds of glucose.

Corn can be converted directly into glucose; that is to say, it can be ground without preliminary treatment, and then boiled with water and acid until the starch is entirely converted into glucose. But this process is attended by so many drawbacks that most manufacturers prefer to use the longer, but more satisfactory, process of separating the starch from the remaining constituents of corn, and then using the starch so obtained for making the glucose.

The first step in this process is the "steeping" of the corn. Large wooden tanks are used for this purpose, and from 2,000 to 3,000 bushels of corn are run into these tanks and covered with water. The temperature of the water is kept at nearly 80 degrees Fahrenheit during the steeping stage. The fumes of burning sulphur, known to chemists as "sulphur dioxide," are blown into the tank from below, and in this way the corn becomes strongly saturated with a sulphurous acid.

The object of the steeping process is to soften the corn so that it can be easily ground, and to dissolve the gummy substance which binds together the starch and the gluten. From one to three days are required to properly steep the corn. Then the steep water is run into the sewer, the corn is washed with fresh water, and a door in the bottom of the tank is opened, and the corn is taken by a screw conveyor to the mill.

There the corn is ground, either between millstones or rollers. If a grain of corn is examined, it will be found that on the pointed end of the grain is a soft pliable mass, which can be easily removed from the starchy part of the grain with a penknife. This soft part is the germ, and if this germ is pressed between the fingers it will exude an oily substance, for there is about 50 per cent. of oil, known as corn oil, in the germ.

It is valuable as a salad oil, and is used in the making of toilet soaps and in mixing paints. By an ingenious mechanical process the germs are separated from the starchy matter by some of the most enterprising manufacturers. This is done by crushing the corn before it is thoroughly ground by running it between corrugated rolls. The crushed corn is then run into a tub of starchy water, which is stirred mechanically.

The germs are much lighter than the starch, and float on the surface of the water, and are carried off through an exit pipe, whose mouth is just above the surface of the water in the tub. The germs are then washed on a gently moving sieve, which retains the germs, but permits the starchy water to run through.

The germs are freed from the greater part of the water they contain by rotation in a contrifugal machine. They are then dried in hot air, ground and shaped into cakes. The cakes are put into a powerful hydraulic press, where they are subjected to a pressure of 4,000 pounds; the oil runs out in a steady stream and is collected in a tank.

The cakes that remain are a rich food for cattle, and are known commercially as oil cake, which is worth from $10 to $20 a ton. Most of it is exported to Europe.

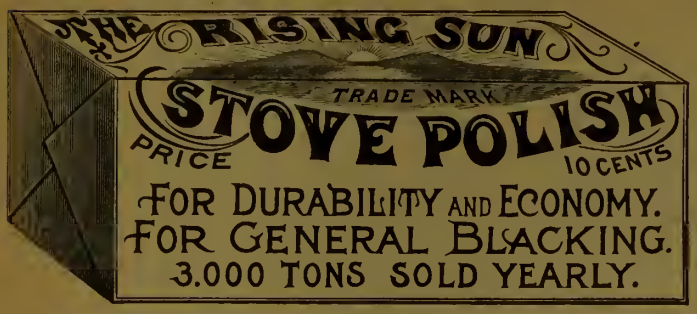
The starchy mass left after germs have been extracted is now ground until all of it has disappeared. The glucose makers recognize four substances in corn—starch, gluten, oil and bran. The germs contain nearly all of the oil and a large part of the gluten, and they carry with them some of the bran. It is now necessary to separate the remaining bran and gluten from the starch.

The ground material is run into a tank and mixed with water until it has the necessary consistency, and then it is forced in a powerful stream on to a mechanical sieve, known as a shaker in glucose factories.

The shaker is a frame about 8 feet long and 3 feet wide covered with fine bolting cloth. It is inclined to an angle of 30 degrees to the horizontal, and in order that the corn may move along it in a steady stream, flowing into the screen at the upper end and dropping off at the lower end, the screen is kept in constant vibration, a suitable mechanism causing it to move back and forth. Numerous jets of water play upon the screen at different points. In this way the fine particles of starch and gluten are washed away from the bran, which drops off from the end of the screen and is carried away. The bran is either sold as wet feed or is dried for shipment as dry feed.

At this point there is left a yellowish milky mash containing starch and gluten. Starch is considerably heavier than gluten, and the manufacturer takes advantage of this fact to separate them. The milky liquid is allowed to run over slightly inclined tables, about 200 feet long. The heavy starch settles near the head of the tables in great quantities, and in lesser quantities throughout the length of the tables. A large factory will

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

have, perhaps, 1,000 of these tables. The gluten floats away with the water, and runs through a pipe at the end of the tables into large settling tanks.

Here it is allowed to settle for a day or two; the water, which is almost clear, is run into the sewer. The gluten that is left in the tank still contains a large amount of water; most of this is removed by forcing it into a filter press, which retains the gluten and allows the water to escape. The press consists of a series of grooved iron plates, with a central orifice. Cloths are placed between the plates in such a manner that the solid gluten cannot pass the cloths, but must remain between them and the plates, while the water escapes through the pores of the cloth and leaves the press by a suitable opening. The liquid enters the press by the central orifice. After the spaces between the plates have became filled with gluten the pressure is removed by means of a screw, and the cakes of gluten are removed after separating the plates.

The gluten is then thoroughly dried by means of hot air or steam driers; it is then placed in bags, and is ready for the market. It is a grey or yellowish coarse flour, and sells for $20 a ton. It is a valuable cattle food.

Having now got rid of all his by-products, the manufacturer can proceed at once to the praparation of glucose. The starch is well mixed with water in a tank, and is then pumped into the converters, where it is mixed with about 25 pounds of muriatic and sulphuric acids. The converter is a large copper boiler, into which live steam is introduced by means of a perforated pipe. The starch is heated in the converter for about an hour at a pressure of 30 to 40 pounds. The heating is entirely done by steam. The conversion is finished when a simple chemical test shows that no more starch is present.

The action in the converter is nothing but a chemical change from starch into glucose, or grape sugar, as it is sometimes called. A fair-sized converter will convert 750 pounds of starch at a time to glucose—the yield of glucose being in the neighborhood of 1,000 pounds. After conversion is complete the operator opens a valve and allows the glucose to enter the neutralizing tank. The glucose, as it enters the neutralizer, is a yellowish-brown liquid, containing about 30 per cent. solid matter, mostly glucose.

The acid which was added to the starch is still present in the glucose, and the next operation is the addition of a neutralizing agent. If muriatic acid was used for converting, soda is used for neutralizing; but if sulphuric acid was used, marble dust is added for this purpose. The workman must be careful to add the exact amount of soda or marble dust required to effect neutralization, for a perfectly neutral product is desired. After the goods are neutralized some solid matter separates; it is removed by filtration through filter presses, or sometimes by filtration through long canvas bags.

The weak solution of glucose is known as bag liquor or press liquor at this stage. It must now be clarified, which is effected by passing it over filters of bone coal. These filters are iron tanks, 20 feet high, and filled with animal charcoal or bone coal. Animal charcoal possesses the wonderful property of absorbing coloring matter from sugar solutions, and absorbs only a small amount of sugar.

The bag liquor is allowed to percolate through this filter, and comes off the coal looking perfectly clean. After a certain amount of liquor has passed over the coal it becomes saturated with impurities, which are then removed by washing with acid and burning in a kiln. The liquor from the coal is known as light liquor; it contains 65 to 70 per cent. of water, and most of this must now be removed by evaporation. If a solution of sugar or of glucose be heated in the air it will soon turn brown, owing to the oxidation or burning. So in evaporating a solution of glucose, resort is had to a vacuum evaporator.

Water will boil at a much lower temperature in a vacuum than in air, and therefore the evaporation of a saccharine liquor can be conducted in a vacuum without danger of charring. Ordinarily a system of three evaporators is used together. This is called triple-effect system, and by using it all the waste steam is utilized. The evaporation is continued in the triple-effect system until the liquor contains about 60 per cent. of sugar. It is now filtered over bone coal to remove any remaining color, and is then boiled in a vacuum pan—a large copper boiler heated by means of a steam coil and connected with a vacuum pump—until it has reached the desired degree of concentration.

The operator takes off a sample through a valve when nearing the end of the boiling, and determines its density or gravity by means of a hydrometer spindle. Glucose comes on the market in different grades, according to the gravity. Mixing glucose has a gravity of 41 degrees Beaume; confectioners' glucose, 42, 43 and 44 degrees Beaume, as desired. The boiling is stopped whenever the desired gravity is acquired. The finished glucose is run off into tanks, and is shipped in barrels when ordered.

Glucose is a thick syrup. It should be perfectly clear and colorless, and if properly made will not leave an after taste in the mouth. By some few changes in the method of converting and boiling a solid crystalline product can be obtained, called grape sugar. Grape sugar is used for making beer and wines.

There are only about half a dozen glucose factories in operation in this country. The smallest of them grinds 10,000 bushels of corn a day; the largest 30,000. Most of the glucose produced finds its way into candy and syrup.

FLANNELETTES.

Purchases for fall hover at the 5c. basis, and lighter weights are now on the market as a kind of justification for the continued low prices. It is believed that neither manufacturer nor wholesaler makes money at the present figure, and the introduction of cheaper grades should lead the retailer to scrutinize his goods very carefully to see that they are up to sample.—Dry Goods Review.

Quality Wins . . .

THE SUCCESS OF **CIRCLE TEA** IS ASSURED

Repeat orders are coming in and everybody is pleased. Correspond with us. Send for samples. Call when in City. . .

LUCAS, STEELE & BRISTOL - - HAMILTON

Hyson Teas

ARE ADVANCING and being rapidly picked up. We have a large and well assorted stock which we offer for a short time at low figures, also some Japan Siftings, loose and in packages.

JAMES TURNER & CO. - - HAMILTON, ONT.

TEA IMPORTERS

Spring Shipments

"REINDEER" BRAND

Condensed Milk, Condensed Coffees, Condensed Cocoa, Evaporated Cream.

There is always an active demand at this Season.
It will pay you to keep a well assorted stock of "Reindeer" Goods.

Snaps — IN — Prunes

This is the Season for Dried Fruits.

Sphinx Brand U Prunes, 1895—Good
" " U " 1896 } Very fine
" " C " 1896 }
California 25-lb. Boxes 40 to 50—Extra fine
" " " 50 to 60 "
" " " 60 to 70 "

THOS. KINNEAR & CO. 49 FRONT STREET EAST Wholesale Grocers **TORONTO**

THE YOUNG MAN AND HIS MONEY.

"THE love of money is the root of all evil," was said by the Great Teacher. The force of this teaching went against money as a dangerous thing; for it was easy to carry the stress of the teaching over from the love of money to money itself, and so call money the root of all evil. The point in the teaching is against the love of money. Money is, left in its innocence, as harmless in itself as a buttercup, or a diamond. It is only in the bad uses to which men put it that it ever becomes evil. In modern times there has come another saying which men like better—"Money makes the mare go," the meaning of which is, that money is a motive power of great force among men—a dominant power. The two statements are not so different as they seem. They are only different ways of setting forth a fact important for everybody to know, that money is so potent an agency in this world that it has a controlling influence in its affairs. Go into the busy marts of business—into the industries of men along the thoroughfares of exchange and travel, into the offices of the professions, the halls of learning, the churches, the courts, the headquarters of official power, and everywhere it will be seen that money represents and serves all these important agencies. Go among the evil things that annoy and disgrace men—the things that corrupt society, ruin nations and make hard and wretched the ways of humanity—and money is there equally the great agency in promoting the evil of the world. It seems to be true that money moves the world, simply because it is the representative of all values, real or fictitious.

It is apparent at once that money has no moral quality—is neither good nor bad. Neither the money itself nor the love of it is the root of evil only as it is coveted and used for evil purposes The evil is not in the money but in the one who covets, or uses it. It is an innocent and very convenient agency for the expression of values in aid of exchanges between men.

Money must be called an invention. There is but little intrinsic worth in it. It is nearly useless except for the purposes of traffic; and yet by the invention of men, it has been made one of the most serviceable utilities of our civilization. It is good in itself and is to be sought in just and honorable ways; and sought earnestly and with perseverance. If it has any moral value it is in its use, and not in itself. The same dollar can be used for charity, or cruelty, for religion, or sin. The money that yesterday served an outlaw, may to-day serve a saint. Moral character is not in money but in the one who uses it. A case illustrative of this is in the history of the struggle of the people of the United States for their independence. In that struggle there was one very brilliant and for a while useful young man who served the cause with much efficiency till his name became a tower of strength, and he was promoted to giddy heights of honor; and yet in a brief time thereafter, he blackened that name with deepest disgrace and associated it forever in this country with Judas Iscariot. This was Benedict Arnold, who attempted to sell his country for a price—Arnold, the traitor. He seemed as self-sacrificing, honest and zealous for the cause he had espoused, as the great patriots of the day; had the confidence of Washington, the army and the country; and yet leaped from his high position into the infamy of a traitor. And why did he do it? Because he did not know the value and use of money. He was trusted with important duties with his headquarters in Philadelphia. The glitter of military and fashionable life was about him. Society courted and flattered him. He lived high and fast; and in a short time got into debt—heavily in debt. He could not raise the money to pay, and was looking disgrace in the face. Soon after he was transferred to West Point, near the headquarters of the British in New York. Arnold's debts and their ready money made the temptation too great for him, and he sold himself to them to pay the debts his foolish vanity had contracted. He bargained to sell his command, it was believed, but the plot was discovered in season to save the command, while he fled to the enemy—a perpetual monument of financial incompetency.—Looking Forward for Young Men.

FRANKFORT FRIED SAUSAGE.

FOR every lot of 100 lbs.: Use pork of young, light, firm hogs that contains much gelatine; use ham or shoulder, bellies and necks. Clean off the skin and bones a day before using, and preserve the meat on hooks in intervals in an airy room when it will cool and dry. Use about two parts lean meat, one part fat. Chop to about half a walnut size, and add 49 4-10 oz. English salt, 5½ oz. pepper, 2 1-10 oz. mace. Continue chopping, wiping knife frequently, and adding one gallon of water while chopping; use more water if yet too stiff. Reduce to about grain size, which is best observed by beating the mass flat with the palm of the hand, then throw the mass apart from right to left a few times; without kneading, however. Then put into stuffing machine, press down carefully so as to press out all air.

Fill into narrow hog casings previously well washed and freed from water; fill casings full; do not tie, but turn links off according to local custom, either four or five pieces to the pound; that is, one pair from 7 to 8 oz. Leave a small butt end on each sausage, hang on clean sticks and allow to dry for five or six hours. Put in smoke very high; smoking room has about 22 feet in diameter. At both sides of the fire should be an air-shaft with door about 8 feet square, for you have to smoke with a continuous draft of air. Use dry oak and beech shavings at a uniform temperature of about 72° to 77° F., until the sausage has assumed a reddish-yellow color, which will be obtained in from eight to ten hours.

If smoked too fast the color will not stay. Before using these sausages they should be kept for eight minutes in boiling water until they feel firm to the touch. Fry in brown butter three minutes on each side. If intended for immediate consumption, a little cardamom and finely-ground lemon-peel may be added to the spicing.—National Provisioner.

Do You Want the Best?

Then order "Washington" Concentrated Lye. 100 per cent. strength; attractive package; moderate cost. Try a sample case. Your customers can get nothing better. It shows you a good margin.

See our travellers' samples of PORTO RICO AND DEMERARA SUGARS.

THE DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS *TORONTO*

TELEPHONES 399 AND 1399.

Good Sure Profits

Profit is the life of trade. There is no Corn Meal made anywhere by anybody that your customers will pay more money for than for Tillson's "Gold Dust." This is so because there is no brand (foreign or domestic) that is freer from black specks—yellower—or more evenly cut. We do not claim that it is "just as good" as something else, because that is not a fair comparison for "Gold Dust."

It simply amounts to this. The very best selected corn is used—millers of long experience mill it—the most modern machinery that is made grinds the corn. If any Corn Meal can make good, sure profits for you, "Gold Dust" certainly can and will.

Gold Dust Corn Meal

From Manufacturer to Retailer—Direct.

The Tillson Company Ltd.
Tilsonburg, Ont.

One testimony is worth more than twenty arguments.

A Montreal correspondent writes:

"Your Peerless Washing Compound was put in competition with three other prominent washing compounds and secured the order. That speaks for

PEERLESS."

How about your supply?
Orders by mail or traveller promptly filled.

PURE GOLD M'F'G.CO. 31&33 FRONT ST. EAST. TORONTO.

BLENDED TEA.

IN no branch of the grocery trade has more enterprise been shown than in blended tea, the demand having increased to an extent little dreamt of a few years since. The trade papers teem with advertisements, in many cases of such an extravagant and high-flown character as to suggest the idea that a not very complimentary estimate has been made of the intelligence of the readers to whom the remarks are addressed. There is, however, no royal road to success in this or any other business where competition is as keen as it is in the tea trade. Mincing Lane is the one market, or at all events the best market, from which the wholesale trade can draw their supplies. The rest is a matter of skill in the manipulation of various kinds, coupled with facilities for working cheaply by the use of the best time and labor saving appliances. The question of value is, of course, an all-important one from the buyer's point of view, and care should be taken to guard against being misled by offers of low-priced teas, which are frequently quoted at cost, or even less, the idea undoubtedly being to obtain compensation by getting an extravagant rate of profit on the higher-priced blends. It would therefore be advisable in cases where these remarks apply, to favor the houses in question with orders for the cheapest kinds only, and to buy the better sorts where extreme profits are not charged to compensate for the apparent cheapness of the lower qualities, which form but a small percentage of the sales of an ordinary trader.

The phenomenal growth of the blended tea trade as a whole shows that it answered a great public want. As a matter of fact, there is an increasing necessity for general traders, such as the grocers have become, to buy everything ready for use. The abandonment of moist sugar mixing and of the chopping up of loaf sugar, and the packing of cocoa, chocolate, sweets and many other miscellaneous articles by the manufacturers, are all exemplifications of this. Further, the great fall in the price of tea and the consequent proportionate diminution of the retail profit upon it have increased the disinclination of the grocers to continue the disagreeable operation of blending in their own place. Ordinary buyers also find that a very great saving in capital is effected by ceasing to hold heavy stocks in bond, especially as the latter often deteriorate in value as teas are now made. Again, in former years people had only to consider one market — that for China tea. Now they have, in addition, to study Indian and Ceylon kinds as well, and owing to the enormous extent of some of the districts, especially in India, there are infinitely more varieties in the character of tea than used to be the case. While these facts impose increased difficulties in the way of retail blending, they at the same time afford a far greater opportunity to the wholesale blender than he could possibly have had a few years ago ; in fact the increased number of markets and varieties gives just the opening required, and, coupled with the use of machinery and the other causes named above, mainly account for the increase in the trade. The standard for blending has also greatly risen and is more difficult for the retailers to meet, unless they work on a very large scale. Years ago ancestral methods of tea mixing were no doubt all very well, but they are useless in the present days of keen competition, especially as most of the teas and flavors that used to be the favorites are practically obsolete.

It is satisfactory to notice that the grocers are regaining a considerable proportion of the trade they lost a few years ago, through the onset of new and, in some cases, very unfair competition. In these days of general trading it was in reality most improbable that any lasting attack could be sustained against the grocers in this respect. Tea now only yields small profits and there is not, or ought not to be, a margin for lavish advertisement. The public may be left to judge for itself whether it is not the fact, that the grocer in a fair way of business can supply, with a fair return to himself, teas 4d to 6d per pound, or, say, 30 per cent., cheaper than those advertised at a gigantic cost. Among the special points for the ordinary run of grocers to study in connection with this and other forms of competition is undoubtedly the purchase of properly blended tea.—Produce Markets' Review.

A FINE ESTABLISHMENT.

The improvements and additions made to Mr. Fred Krug's store at Tavistock constitute it a complete establishment that would do credit to any city. Mr. H. I. Johnson, the buyer, was kind enough to show a friend of THE CANADIAN GROCER through the other day. The main store is about 150 x 30 feet ; the ceilings are oak finished with pressed iron decorations There is a cash railway connecting with the telephone office in the centre of the store. At the rear are the fine offices of the firm. Going up-stairs one finds that the second floor is finished in the same artistic style as the first and contains a fine selection of goods. The millinery, dressmaking, tailoring, post office, etc., are all distinct departments connected with the main store by arches. The store being on an angle of ground in the town, faces on three streets and is well lighted. In the rear is the hardware department, and there is a good elevator for taking goods up and down. The whole building is heated with hot water and steam. Mr. Krug does a splendid business, and although Tavistock is but ten miles from the city of Stratford, his establishment being so complete and well managed has no reason to fear outside competition.

THE PORT OF ST. JOHN, N.B.

Editor CANADIAN GROCER : I have recently sent you copies of local papers containing references to the winter shipments from this port. It will be very gratifying to Canadians generally to note the remarkable developments of this traffic and the evidence that a Canadian harbor can compete with the United States ports. I would particularly draw your attention to the fact that while there has been a development of about 50 per cent. in the traffic during the present season over that of the preceding winter, that the local manager of the Canadian Pacific Railway states that the business has only been limited by the amount of ocean tonnage offering ; also that if the steamers had been available the business would have been double that of the present season.

While the undertaking was in an experimental stage our citizens willingly undertook the work, and at an expense of nearly half a million dollars (without any aid from the Dominion Government as to harbor improvements, including elevator, etc.), put their harbor in a position to cater for this traffic. The business has passed through this stage, and they are still continuing to use their utmost efforts to meet the increased developments, but find that the Federal Government of the United States is now an element in the competition. That Government is spending millions of dollars on their Atlantic seaports in order to compete for this traffic. As an illustration, over $800,000 is to be spent on the harbor of Portland alone. Under the circumstances, they feel that as it has become a matter of competition in which the Government of the United States is assisting their ports, that similar assistance should be granted by the general Government of Canada to the Canadian winter port which has proved itself worthy of the name.

As the traffic during the past has been largely from all parts of Canada, as well as the Western States, they feel that it is a matter of national importance.

Trusting that you may give this matter your valuable advocacy,

I remain, yours respectfully,

IRA CORNWALL,

Secretary.

March 30th. 1897.

. . . Are you interested in . . .

Jams and Jellies ?

Bargains in them the next two weeks.

: : VINEGAR : :

pure and free from acids and prices away down.

DRIED APPLES

I am wanting a few carloads of choice stock and pay cash. Send samples and quantity you have.

R. J. GRAHAM

Belleville - - - - Ont.

For a Shine that will Last . . .

To keep your boots from getting hard

USE

ENGLISH ARMY BLACKING

Sold by all Wholesale Dealers

THE F. F. DALLEY CO., LIMITED

HAMILTON, CAN.

VERY OLD HIGHLAND WHISKY.

GOLD MEDAL CALCUTTA EXHIBITION

Cockburn & Co.

ESTABLISHED 1796. *Leith & London.*

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

WANTED SYRUP WITH A STING.

A GOOD story is told of a Kansas farmer who entered a general store in Emporia and inquired for "somethin' nice to put on griddle cakes."

"Molasses?" said the storekeeper.

"Naw; somethin' nicer. Be'n eatin' molasses for twenty years. Ain't you got somethin' slicker?"

The grocer told him about maple syrup and praised it highly. All the "tony people" of Emporia used it, he said.

"That's what I want. The high tonedest you've got."

By a strange mishap, when the boy went to pack the goods for the socially ambitious farmer he took a tin of varnish, the varnish coming in square cans of a kind similar to those containing the maple sap. Three or four months afterward the man came back to town and reported at the store. The storekeeper having made the discovery of the error, was in a panic. At length he mustered up courage to ask how the maple syrup had answered.

"Oh, she was all right," said the customer. "Kinder highfalutin', but good. My wife at first said she thought it was some rancid, but when I told her what you said about it bein' a high-toned dish that the best people in Empory jes' nacherally craved she seemed to take a second holt, and now she won't eat nothin' else. I thought there was a kind of a snap an' bite to it that sorter reminded me o' what we used to git when prohibition first struck the country, but in gineral it's mighty good stuff."

"Was there any bad effect at all?" inquired the amazed storekeeper.

"Well, now, I can't say there wasn't. You see, it was my wife's first experience with dude grub, and she kinder lost her head; got ambitious; allowed that if we was good enough to have that kind of eatin' we was good enough to have some other things to match. Bought a lot o' new chiney dishes from a peddler, an' made me promise I'd get her a new hat with red in it, an' a dress this trip in town. Yes, I s'pose you might say that there was some bad effects, because vanity is certainly sinful. But you're a married man yourself, an' you know they ain't no way to stop a woman's ambitions when she begins to kinder get in society. Gimme a couple gallons more o' that syrup, an' if you have some that has jes' a little more o' that pleasant bitin' sting to it, why let's have that."—Chicago Record.

CAERPHILLY CHEESE.

A correspondent of The London Grocer states that competition between England and America in the matter of cheese is exercising a good deal of interest in Welsh circles. Not a little perplexity has been felt in distinguishing real Cheddar from American.

The Welsh cheese par excellence is the Caerphilly cheese, which is associated with a little market town on the borders of Glamorganshire, but known throughout every county in Wales, just as Cheddar is known throughout any county in England. Though not entering into competition with the American cheese, the Caerphilly market people some time ago resolved that every cheese passing through Caerphilly market should be branded, and that no cheese which was not so branded should be considered "Caerphilly." Notwithstanding this, large—that is, comparatively large—lots of cheese are being made and sold as "Caerphilly" that have not passed through the market. Branded or unbranded, there is no doubt that Caerphilly cheese is a unique production. This cheese was originally sold at Caerphilly, where a market for it had been in existence from a period beyond memory. It is maintained that, owing to climatic influence, combined with a suitable herbage and the formation of the soil, Caerphilly cheese, or cheese containing that agreeable flavor—being easy to digest, with a thin, wrinkled rind, most rich and palatable, but still retaining the valuable property of keeping, if required—can only be produced in Monmouthshire, say west of the river Usk, and that portion of Glamorganshire already indicated.

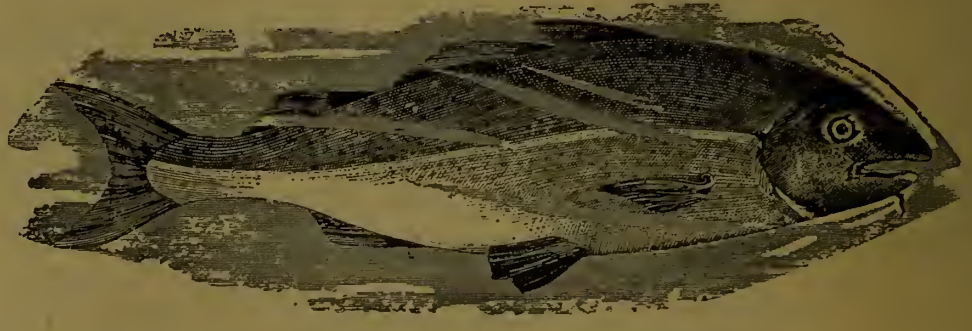
SALMON

We are just receiving 1,000 cases of our celebrated brand of Salmon—**"LYNX"**

We also have to offer

Fine Cohoes

in tall and flat tins. . .



"Royal Eagle," "Imperial,"

and the well known brands

"Horse Shoe," "British American," "O-Wee-Kay-No."

SPECIAL PRICES TO BUYERS IN ROUND LOTS.

L. CHAPUT, FILS & CIE., - Montreal

"KOLONA"
CEYLON TEA

Sells easily . . .

Because it is

- Pure
- Healthful
- Uniform in flavor
- Economical
- And pays the retailer a good profit

You should have it.

The EBY, BLAIN COMPANY Ltd.

WHOLESALE AGENTS

TORONTO - CANADA

The Grocers' Show Case

An attractive display
IS A SALE HALF MADE.

Lines otherwise hidden from view **PROMINENTLY BROUGHT BEFORE THE CONSUMER.**

THE GREAT SELLING FACILITIES of these cases at once commend them to the wide-awake grocers. Neatly designed, finished in hardwood, of convenient size and a great economizer of space where counter room is limited.

ORIGINALLY sold at $1.50, but under most advantageous arrangements with the manufacturers can now be sold at $1.10 apiece. Packed 2 and 4 cases in a crate.

— ONLY A FEW DOZEN LEFT. —

W. H. GILLARD & CO. Wholesalers Only HAMILTON

BUTTER-PLATES

Two strong well-made delivery baskets with each half-thousand plates . . . . .

Different size baskets with the different size plates. No extra charge for the baskets.

WRITE FOR PRICES

H. P. ECKARDT & CO., Wholesale Grocers **TORONTO**

The Cure Does It.

If you get lower quotations than ours, for Hams, the reason is plain—inferior quality. Choose between quality and price. Which is the best business builder in the end? Your customers have their hobbies. No one wants to cut and fry a Ham that is cured for boiling. And few people care to boil a Ham that is cured for frying—think of the salt that would fry out. Rose Brand Hams are properly cured—but they are cured for the purpose for which they're to be used.

The Geo. Matthews Co. Ltd.
Ottawa and Peterborough

"Rose Brand" Hams

Looking 'round . . .

for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr., **St. Catharines, Ont.**

THE CANADIAN GROCER

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Major A. G. Campbell, General Subscription Agent.

WHOLESALE ROBBERY BY EMPLOYES.

WHAT is alleged to have been a most extensive system of robbery by employes was unearthed last week in a large business house in a certain Canadian city.

The head of one of the departments, it seems, was suspected of dishonesty, A search-warrant was placed in the hands of a detective, who, accompanied by the police patrol wagon, visited the house of the suspect. As a result of the visit more than a wagon load of stolen goods was collected and the suspected employe was arrested. Among the goods were articles from several departments besides those immediately in the charge of the suspected man.

After the arrest the prisoner was bailed out and escorted to the business house of his employers. It is said that he was there told that if he would divulge the names of those who were in collusion with him the firm would not prosecute him. He agreed to this, and gave the names of about thirty employes, five of whom were heads of departments. And as there were the goods from these departments to corroborate the charges, each one was promptly dismissed from the firm's service.

This reveals a deplorable state of affairs. All those charged with dishonesty may not have been guilty, but it is evident that a good many of the employes must have been in collusion with each other.

Such wholesale pilfering as this weakens one's faith in humanity. And it must necessarily loosen the confidence of employers in employes.

It is unfortunate that such should be, but such naturally must be the outcome of exposures like that just cited. For what goes on in one establishment it is quite possible goes on in another.

Employers may often be partly to blame for dishonesty in their employes, in that they do not give them sufficient remuneration to maintain that respectability which their position demands.

But the fault of an employer is no excuse for the dishonesty of an employe.

No matter how adverse a young man's or a young woman's circumstances may be, honesty is always the best policy.

A young man makes the mistake of his life when he imagines that even in temporal matters he can build himself up by filling his pockets at the expense of his employers.

It is to be hoped that the circumstances cited will be a lesson well heeded by those who may be predisposed to dishonesty. It is with this object in view that THE CANADIAN GROCER gives the case publicity.

CEYLON TEA EXPORTS.

THE Ceylon tea trade continues to develop at an extraordinary rate. This is evident from the figures showing the exports from Ceylon during 1896.

These figures reveal the fact that in that year the exports of tea to all countries aggregated 108,141,412 pounds, or about 11.33 per cent. larger than in 1895, and over 28 per cent. larger than in 1893.

The subjoined table shows how the exports were distributed among the various countries:

	1896.	1895.	1894.	1893.
United Kingdom	93,936,361	85,753,339	75,318,644	75,500,077
Austria	31,556	5,335	6,934	7,190
Belgium	31,695	12,253	8,961	3,509
France	72,185	49,586	18,366	27,992
Germany	130,402	281,578	149,830	225,636
Holland	6,120	15,833	600	10,818
Italy	10,770	8,556	4,800	9,087
Russia	246,233	333,518	41,494	53,272
Spain	54,685	64,285	45,753	37,513
Sweden	16,395	750	500	3,550
Turkey	17,304	15,017	9,105	8,434
India	924,272	831,070	875,578	964,104
Australia	11,062,832	9,379,561	7,446,782	6,968,956
America	718,600	393,527	216,422	112,449
Africa	142,073	150,490	74,789	114,857
China	370,480	321,431	155,522	188,099
Singapore	93,445	34,351	26,465	21,906
Maritius	124,254	186,096	106,675	110,079
Malta	151,750	103,265	46,615	38,435
Total lbs.	108,141,412	97,939,871	84,591,714	84,406,064

As the exports to Canada and the United States are all enumerated under the word "America," of course the figures given above convey no idea of the shipments to Canada direct. Neither do the figures furnished by the Dominion Trade and Navigation Returns reveal the amount of our direct imports of Ceylon tea, all these returns give being the direct importations from the British East Indies, which, of course, include India as well as Ceylon. The imports on this joint account for the fiscal year ending June 30, 1896 were: 1,487,883 pounds, valued at $215,561, compared with 443,723 pounds and $77,414 in 1895, or an increase of over 235 per cent. in quantity of importations. None of these figures, of course, include the large quantity of Indian and Ceylon teas imported by Canada via London.

The figures appertaining to the imports of these teas by North America (Canada and the United States) during the first two months of the present calendar year are also to hand, and they too show a remarkable increase.

Direct shipments to North America from London of Indian and Ceylon tea are given at 1,202,000 lbs., compared with 262,000 lbs. for January and February of last year, an increase of nearly 359 per cent.

From Colombo direct the imports were 260,000 lbs. in February, 1897, compared with 91,000 lbs. the same month last year, or an increase of over 187 per cent.

A store sign often indicates more than the merchant's name.

ONTARIO DEPARTMENT STORE BILL.

Middleton's department store bill, introduced in the Ontario Legislature, has been withdrawn.

This bill, it will be remembered, provided that cities with a population of 30,000 and over might impose, on a two-thirds vote of the members of the council, a special tax on any department store carrying on more than three distinct classes of business.

The bill in question came up for its second reading on Monday, and while in the debate which followed the consensus of opinion was to the effect that the department store was an evil, it was felt that it was too late in the session to give the measure proper consideration, and so it was withdrawn with the understanding that it would be again introduced at the next session of the Legislature.

THE TELEPHONE QUESTION IN TORONTO.

RUMOR has it that the Dominion Government is likely to grant the Bell Telephone Co. the desired power to increase its rates in Toronto by over 66 per cent.

It is to be hoped the rumor has no foundation in fact.

The argument of the company why it should be granted the powers in question is a specious one : It is losing a good round sum annually on its Toronto service.

It might be. But that is open to grave doubt. At any rate, it manages to pay its shareholders a dividend of eight per cent. annually, quite a nice snug little sum in these days of small dividends. And that is not all : it also manages to pay five per cent. on its bonds. Not bad at all for a concern that is losing money at the rate of seventeen dollars per telephone in its Toronto system.

But, supposing it is true that during the last year or two its Toronto service has not been a remunerative one ; what has been the chief cause of it ? It surely cannot be that the rate per telephone has not proved sufficient. It was good enough on which to base a bid for the franchise a few years ago. And if then, why not now under ordinary circumstances ?

If, as the company asserts, the Toronto system has not been remunerative lately, the cause, it is pretty safe to say, was not the rate it charged subscribers. On the contrary, it was because of the damage which the winter storms wrought upon wires and poles upon a couple of occasions during the past year or two. And that was due to imperfect mechanical arrangement as well as to the storms. The conditions of the Canadian winter were well known and they should have been prepared for.

When a vessel, carrying too much sail and not navigated by a cautious captain, is struck by a squall and goes down, the owners do not charge the consignees of the cargo with not paying a sufficient freight rate. No ; if the vessel is badly sailed, they blame the navigator, if anybody. And if the craft happens to have been an old hulk that had rightly passed her days of usefulness they say nothing.

If the Bell Telephone system does not pay, it is either from one of two causes : It is either because of bad management or the system has seen its best days. And in neither case can the losses occasioned thereby be chargeable to subscribers. Nor can the cost of the damage by storm. That must come out of the pockets of the shareholders.

But after all, there are a good any whom look upon the movement of the company to acquire power to increase its subscription rate as a game of bluff. Whether or no this is true we cannot say. Possibly it is true.

As everyone knows, an idea obtains that the present rate of $45 for business and $25 for private service telephones is, instead of being too low, too high. That being the case, it is argued that it is quite reasonable that the company should take the steps that it now has in order that it may be in a position to offer, as a compromise, the rates which it now professes to be unremunerative.

Another argument used by those who claim the company is playing a game of bluff is that it hopes to frighten away the companies that are now bidding for the Toronto franchise.

But whatever may be the motive of the company in asking the Government to give it power to increase from $45 to $75 the rate on telephones used by business men, it would be a crying shame to grant it.

There are other companies who are prepared, upon being granted the franchise, to supply a business service at $9 less and a private house service at $5 less than the rates now charged by the Bell people. And furthermore, to pay over to the civic authorities five per cent. of its earnings.

Surely if one company can do this another must, or else pack up its baggage and get out. If its system is being outstripped in the race by more modern systems, the onus is upon its shareholders and not upon the people who use their telephones.

But whether or not the Bell Telephone Co. can work its system lower than it does to-day, one thing is certain : the Bell Telephone system has been worked lower where competition has compelled it to do so. In Michigan City, Ind., for instance, the rate was at one time reduced to less than one-half what it is in Toronto to-day.

In view of the facts above cited it would be a most unjust thing for the Dominion Government to put into the hands of the Bell Telephone Co. the power to wring from business men and other subscribers even one dollar more than they are to-day getting for a service whose imperfections are an abomination.

The merchant or clerk who does not exercise tact will some day receive as great a surprise as if he had unconsciously sat upon a tack.

THREE MONTHS' FAILURES.

IN spite of the cry of hard times it is gratifying to know that, as far as failures are concerned, Canada's position is more satisfactory than it was at the same time a year ago. This is shown by the reports of the quarterly report of the commercial agencies. The figures in the following table give the failures for the three months ending March 31st and are taken from Bradstreet's returns :

	No. Failures.	Assets.	Liabilities.
Ontario	314	$877,487	$1,990,057
Quebec	240	600,091	2,015,648
New Brunswick	26	54,400	116,500
Nova Scotia	58	175,890	371,261
Prince Edward Island	4	15,800	37,602
Manitoba	17	103.095	203,404
Northwest Territories	2	21,700	31,773
British Columbia	12	18,500	53,100
Totals, Canada	683	1,866,963	4 819.345

Compared with the same period in 1896 these figures show a decrease of 12.54 per cent. in the number of failures, of 2.40 per cent. in assets, and of 16.23 per cent. in liabilities.

A comparison of the assets to liabilities do not, however, show scarcely as good results. For instance, in 1896 the proportion of assets to liabilities was 40.76 per cent., while for the first three months of the present year they were but 36.66 per cent., or 4.10 per cent. less.

The returns are, on the whole, however, gratifying, indicating as they do that the condition of the business men of the country is improving in spite of restricted trade consequent upon the anticipated tariff changes.

With the tariff question settled Canada will doubtless experience an appreciable revival in trade.

A merchant usually puts his business on a cash basis in order that he have it upon a sound financial basis.

THE ADVANCE IN SUGAR.

THE fact that sugar refiners advanced their price on refined ⅛c. per pound last Friday has directed attention to the sugar market with renewed vigor this week.

During the spring of 1895 the situation was equally interesting. It was at that time that Mr. Foster brought down his tariff changes, among which was the duty of ½c. per pound on raw sugar. Previously, the refiners got their supplies free of duty. The trade anticipated the change to a great extent, the result being a regular boom during February, March and April of 1895.

When the duty went into effect granulated advanced ½c. per pound to 5c. at the refineries.

It is worthy of note, however, that it did not long remain at this comparatively high figure, for the natural conditions of the market led to a decline in price.

In April 1896, a year later, the basis was 4½ to 4¾c. for granulated, and yellows of course declined proportionately.

During last summer granulated was sold as low even as 4c.; indeed it was claimed in many instances that that price had been shaded.

Since the first of the present year the tendency of values outside has been upward, but the Canadian market was slow to respond to this influence. About three weeks ago, however, as noted by THE CANADIAN GROCER, a demand set in from wholesalers, who are generally reported to have been extensive buyers of the refined article.

It is claimed, in fact, that individual houses in Montreal control as large a quantity as 10,000 barrels of refined.

This speculative enquiry—for the regular consumptive demand has been only of an ordinary character—is due to the impression, which generally prevails, that the duties on sugar in the coming tariff are to be altered in such a way as to secure an increase in revenue, to offset reductions made in other directions.

At this writing refiners are firm at 4⅛ to 4¼c. on granulated, and 3⅜ to 4c. on yellows.

ORDERS FROM ENGLAND.

The Capital Cash Register Co., Ottawa, are advertising in two papers only, THE CANADIAN GROCER and Hardware and Metal. They have had enquiries from the extreme west of Canada as well as from the Maritime Provinces, but they now have one from a strong firm in Wolverhampton, England, who say they saw the advertisement in Hardware and Metal. This paper now has several hundred readers in Great Britain.

THE LATE THOS. DOHERTY.

The death of Mr. Thos. Doherty removes a personality well known in the tea trade of Montreal. Mr. Doherty was born at Omagh, county of Tyrone, Ireland, about 53 years ago, and came to this country in 1862, and finally settled in Montreal. He became identified in the tea importing business, and established a firm under the style of Downey, Doherty & Co. He was afterward associated with the late Thomas Kearney in the same business, under the firm name of Thomas Doherty & Co. Mr. Bartholomew Wall was afterward associated with Mr. Doherty. After this firm was dissolved Mr. Doherty conducted the business alone under the same firm name. Mr. Doherty married Miss Moore, who survives him with three children.

A MUCH-NEEDED CHANGE.

The location of the Bristol steamers at the extreme eastern end of Montreal harbor has been a fruitful topic of discussion in export produce circles, as it necessitated a long cartage during the hot summer months, which naturally was injurious to such goods as butter and cheese.

The butter and cheese trade have petitioned the Harbor Commissioners frequently in regard to the matter, without result until this spring.

Last Thursday that body decided to allot the outside berth on the Island wharf, which has formerly been occupied by the Black Diamond Line, to Messrs. Elder, Dempster & Co., and this year they will use it for the Bristol Line. In turn, the Black Diamond Line has been allotted 300 feet of space at the lower end of the city, which last year was occupied by the London line of the Elder, Dempster Line.

This is in the centre of the harbor, and most convenient to that portion of the city where all the cold storage warehouses are situated.

AGAINST THE I.C.R. EXTENSION.

Halifax merchants are not, it appears, a unit on the extension of the I.C.R. from Levis to Montreal. Opposition to the project has only developed recently, but it is strong nevertheless.

A joint committee of the Board of Trade and City Council, of Halifax, adopted a report favoring the extension of the road, but the Council has not as yet adopted it, on account of the opposition raised, and there is a possibility the Board of Trade will also give it the cold shoulder.

Mr. Dwyer, a former president of the Board of Trade, and a prominent wholesale grocer, is out in print against the scheme, which, he contends, will only help Montreal to compete for the trade of the province.

CANADIAN BUTTER IN ENGLAND.

A representative of THE CANADIAN GROCER had a chat with Hon. Mr. Ballantyne in the Russell House, Ottawa, the other day, and found him quite enthusiastic about the success of Canadian winter butter in England. During the past winter he has been handling the product of ten factories, and paying them an average of 20c. per pound. This, he estimates, is 3c. better than the American factory men are getting for finest Elgins and butters of that quality. In England the quality has been so good when Canadians arrive there that he has been getting one shilling better than New Zealand and Australian butters, and within a couple of shillings of finest Danish. He says the quality of Canadian butter is quite equal to Danish, but the latter has been advertised extensively for a long time, and a strong prejudice in its favor exists. Canadian butter, however, is gradually working its way in, and if the quality is strictly maintained and if it is judiciously advertised we are bound to have a very large and profitable trade.

WASHING SODA HIGHER.

Cable advices on washing soda have been strong lately, and this week a further advance was reported.

The total gain from the lowest point ranges from 10 to 12c. per 100 pounds, which is quite a rise, compared with the level which prevailed last spring.

HAMILTON'S PURE FOOD SHOW.

THE grocers of Hamilton are to be congratulated upon the success of the pure food show which opened under their auspices in the drill hall on Monday night.

The decorations and the beauty and variety of the exhibits combine to make the scene a most charming one.

Mayor Colquhoun presided at the opening ceremony, being introduced by Mr. Frank G. Close, of the Grocers' Association. Mrs. Rorer, of Philadelphia, the celebrated authority on cooking, who has been engaged to lecture daily while the show lasts, delivered an address, and Mr. H. S. Brennean, of the Hamilton Board of Education, also spoke.

The duty of declaring the show opened devolved upon Hon. G. W. Ross, the Minister of Education. He was warmly received, and he congratulated the promoters of the show on their success in doing things well. He spoke favorably of domestic science, and referred in a complimentary way to the school of that city. He considered the art of cooking and the knowledge of how to select pure foods of great importance, and he referred to the teaching of domestic science in the schools of Toronto. He hoped the educational system would ere long expand so as to provide for technical schools for boys as well as girls.

Tuesday was Physicians' Day, and the chief speaker was Dr. G. S. Ryerson, M.P.P. Dr. Ryerson put himself en rapport with his audience at once, by referring to the city as the hub of the Dominion and himself as a visitor from its suburbs. He believed that if one confined himself to the pure food exhibited at this show he would live forever, but should illness come he could desire no better physician than Mrs. Rorer. Speaking in seriousness, the doctor referred to the exhibition as a new field of competition with Toronto, and remarked that Hamilton in this matter had given a pointer to the whole Dominion. Dr. Ryerson's address closed with a brief exposition of the physiology of eating.

Wednesday was Grocers' Day, and it was probably the most successful day of the show up to then. Mrs. Rorer lectured in the afternoon. Her subject was "Left Overs, Chicken, Aspic, Bondin's Sauce, Bechamel, Curry, and Spring Salads." Mrs. Rorer also lectured again in the evening, and the programme of music was contributed by Mrs. Bruce Wikstrom and E. F. Martin.

The show closes on Saturday.

CANADIAN HORSES IN JAPAN.

Recent information through the State Department calls attention to the fact that Japan maintains a force of about 20,000 cavalry, for which purpose native horses are useless on account of their small size. An attempt has been made to improve the stock by the importation of high class stallions, but it proved a failure.

Australian horse breeders have made a bid for this market, but their horses and prices are both too large. It is suggested that the best horse extant for the use of the Japanese cavalry could be selected from the herds that thrive so well on the plains of Western Canada. What the Japanese want is a light, medium sized animal, not over gentle, and tough as a rawhide.

SEA WATER THAT LOOKS LIKE BLOOD.

SIR HENRY MANCE, is speaking of the varied experiences which are specially incident to the life of a submarine telegraph engineer, says that natural phenomena are occasionally witnessed in the Persian Gulf which to the untraveled would appear incredible.

In the mountains near Mussendom he has seen, during a thunderstorm, lightning displays which baffle description, and at certain seasons of the year the water in the bay, which is large enough to hold all the fleets in the world, presents exactly the appearance of blood, says The Pittsburg Dispatch. At such times, as soon as night sets in, the silvery emerald green phosphorescent effects produced by the moving of boats and the splashing of oars are indescribably beautiful.

Not many miles from Mussendom mysterious fire circles will sweep over the surface of the sea at a speed of 100 miles an hour. This phenomenon is seldom witnessed and has never satisfactorily been explained.

While steaming along the coast of Beloochistan Sir Henry has often been called from his cabin at night to gaze on the more common phenomenon of a milky sea, the water for miles around being vividly white and luminous.

In the same locality he has known the sea to be for short periods as if putrid, the fish being destroyed in myriads, so that to prevent a pestilence measures had to be taken to bury those cast up on the beach. The cause was doubtless the outbreak of a submarine volcano and the liberation of sulphuretted hydrogen.

In these waters jellyfish are as large as footballs, and sea snakes of brilliant hue are met with in great numbers. On one occasion a swarm of sea snakes forced their way up one of the creeks in Kurrachi harbor, apparently for the purpose of settling some tribal differences, for the ground between high and low water mark was thickly covered with their bodies, in positions which betokened a deadly struggle.

FISH BISCUIT.

Prof. Sahlstrom, of Newfoundland, has solved the problem of producing a biscuit composed of fish and flour, half of each ingredients being mixed up by the aid of an essence extracted from the head bones and other hitherto useless parts of the fish. By this means there is no water used, and the biscuits are then baked and kiln-dried, so that they are perfectly dry, and weigh only 1 ounce—a pound of biscuit being equal to three pounds of food, and these biscuits, when fried, make most palatable and appetizing fishcakes.

They can also be broken up and made into curries and pies, and it is claimed that by reason of their economic preparation they are the cheapest and most nutritious fish food on the market. It is believed that it can be readily introduced into foreign countries where our codfish is exported, and should also find an acceptance in army and navy circles, the comparative lightness and ease of handling making it very convenient in military expeditions. The biscuits will be sold for about eight cents per pound and should meet a ready sale.

HE TOOK ONE LOAD.

It is reported of the late William H. Vanderbilt that his father, the commodore, did not give his son, when a young man, much credit for business ability. Absolute verification of this is doubtful, but a good story is told of an incident wherein the son proved that he too carried in his head some of the astuteness in commercial intercourse that his father possessed. The commodore presented him with a farm on Staten Island, informing him that he might live there, and to make the land pay, as that was all he cared to contribute towards the lad's support. A short time later the commodore enquired of his son how he was getting along.

"Not very good, father," the young man replied. "What I need badly is some means of improving the earth."

"Well suppose you go up to my stables and get a load of refuse; but mind, I shall only give you one load."

"All right," replied the son, and he took one load; but, to the astonishment of the commodore, when he went to the stables they had been entirely cleaned.

"How many loads did that boy of mine cart away from here?" he enquired of the stableman.

"One, sir," replied that functionary; "but he carried the stuff away in a barge, sir."—Harper's Round Table.

A FEW "BUSINESS HINTS."

IT was Saturday afternoon in the corner grocery, and they were making it look nice for the evening trade during a little lull in the business, says an exchange, in a so-called humorous sketch.

"There's only a pound of sand left. Shall I sand the floor or put it in the sugar?" asked the new clerk.

"In the sugar, by all means," said the groceryman, kindly. "Always put a thing where it will do the most good. We can use sawdust for the floor, but we could not use it in the sugar without it being noticed," and he dumped the sand into the barrel himself and mixed it with his hands, those hands that were accumulating a fortune by honest toil.

"I find we're all out of the best coffee," said the clerk. "Shall I put in some of the second best?"

"No, my boy; you mean well, but you don't know. People would kick, for it would be just enough different for them to detect it. Put in the worst and they'll imagine they only fancy it's bad. It's the same with cigars. Give a man a cigar not quite as good as he is in the habit of smoking and he will tumble to it. Give him out-and-out stinkadoro' and he thinks he's made an error in judgment, and nine times out of ten he won't kick."

"It's almost time for that candy man to come around with more candy," said the clerk, as he picked up the "Fresh Every Day" sign off the floor and laid it on the glass case. "Isn't the 15th his day?"

"Yes; every other month, Are they getting low?"

"No; there was an old lady here yesterday who said she hated to disturb them, they looked so pretty in the case. Said it was a permanent attraction.

"Well, she said that for spite. She used to keep a candy store until the dry goods stores knocked her out," said the groceryman, picking the kitten out of the barrel of pickles, into which it had just fallen.

"Going to have any special prices to-day?" asked the clerk.

"Yes; we must work off that ham that the people wouldn't have at the regular price of 14 cents a pound. Call it 'first quality, sugar-cured,' and sell it as a bargain 'for to-day only' at 20 cents."

Just then a couple of customers came in and the groceryman ostentatiously brushed the dust off the illuminated sign, "Honesty is the best policy."—Exchange.

SHE BOUGHT.

"What! do you expect me to pay 5c. for that?" says a customer to her grocer as she points to a common cleansing article usually sold at that price. "If I go to Sixth Avenue I can get the same article for 3c." "And 10c. for car fare," says the grocer, "makes the price 13c., see!" The lady replies, "When I go down there I buy six, and pay, including car fare, 28c." "Oh! but if you buy six here you shall have them for 23c., and you save 5c. Do you want six?" She bought.—Retail Grocers' Advocate.

SHE WAS A BUSINESS WOMAN.

"There are more ways than one to make a living," said a demure little woman, with flashing brown eyes, to a reporter. "I know a woman who was left penniless in Manchester. She was riding in a tram one day, when she was struck with the sameness of the advertisements that are posted up in the cars. She believed that she could write good advertisements, and she thought out a lot of little four-line rhymes for a certain article. She submitted them to the advertising manager of the firm who manufactured it, and they were accepted, and now she is making a lot of money every year with her verses, extolling various wares."

"Pshaw!" said the blonde, who sat next to the demure little woman. "I know of a case that discounts that."

"I don't believe it," said the demure little woman.

"Well, I do, and I'll tell you about it, to prove it. A friend of mine, who had been doing some newspaper work, got the craze for writing advertisements, and she went around to a lot of establishments, only to find that they were well supplied with people to look after that branch of their business. She did find one firm that was willing to let her try her hand, and she began work. In less than a year she was comfortably off for the rest of her life."

"Did she invent some new style of writing or something of that kind?" asked the demure little woman.

"No," replied the blonde, "but she married the senior partner."—Odds and Ends.

CELERY SOUP WITH OYSTERS.

Cut three heads of celery into small pieces, using both roots and stalks; add a piece of onion as large as a hickory nut and a sprig of parsley; put into a saucepan with a pint of boiling water and boil half an hour; put one quart of milk into a double boiler; rub to a smooth paste a heaping tablespoonful of flour, and add to it, a little at a time, a half cup of warm milk; pour this into the hot milk and stir until it is smooth and creamy; remove the parsley and rub the remaining contents with the water through the colander and add this to the milk; add a teaspoonful of salt and half a teaspoonful of pepper; as soon as it boils add two dozen nicely washed oysters; when it reaches the boiling point again remove from the fire and serve.

CANARY SEED OUTLOOK.

Canary seed is likely to be a paying crop for the next few years. It appears that for various reasons the farmers of the Argentine, Holland, England, Morocco, and Spain have, to a large extent, given up its cultivation, and it may not be inadvisable therefore for British and other farmers again to take up its cultivation, in spite of the low prices now ruling, and continue to grow it simply because a number of foreign countries have abandoned it. It is probable that values will soon advance from the 27s. and 36s. per quarter of 464 lbs. now prevailing towards the lucrative rates of 46s. and 80s. in 1892. At present the visible supply in Turkey itself is most insignificant, and practically the whole of the world's supply is in the hands of either direct consumers or of the general trade throughout the world.—British Trade Journal.

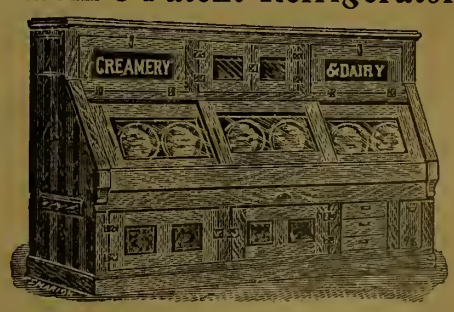
INSURING CLERKS' HONESTY.

A Cleveland newspaper mentions a novel scheme adopted by a hardware merchant of that city to insure himself against loss by the dishonesty of employes. When a new man comes into his employ he is called to the office, where there is a private interview. The employer promptly comes to the question, and asks the man if he thinks that he is honest. The replies naturally vary in frankness, but that is immaterial.

"Well, replies the merchant, "if ever you have an inclination to steal, just come to me and I will give you the amount you thought of taking. Have no hesitancy, but come right up and I will gladly give it. We will thus save your character and I'll save a clerk."

In all his experience only one man has come to him for this purpose, and he was in desperate straits. As for any money being stolen—never.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St., MONTREAL.

A Trade Winner . . .

OUR

CROWN BRAND FLAVORING EXTRACTS

are growing in favor every day.

There is reason in this. It is simply owing to the fact that we are so careful in the manufacture that our Extracts cannot be surpassed by any for purity, strength and flavor. We make a large variety. Not only the standard Lemon and Vanilla, but almost every fruit, flower and spice flavor known can be had for the asking.

The point is--It will pay you to push the sale of this line. The goods will please your customers and win trade for you.

Robert Greig & Co.

456 St. Paul Street, MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, April 8, 1897.

GROCERIES.

THERE is still some speculative buying in tobacco, teas and sugars, but it is not so pronounced in any of those lines as it was a week ago. The influence of the coming tariff changes is more strongly felt at the moment than it has at any time heretofore been. Consequently, taking it all round, business is quiet, and wholesalers are wishing for the speedy appearance of the budget speech. Shortly after we went to press last week an advance of ⅛c. per pound was decided upon by the Canadian refiners in the price of all grades of refined sugars. That advance has been maintained, although the demand is not as brisk as it was. Canned goods are only in moderate request. Coffees are meeting with a fair demand. Currants are being firmly maintained in the primary market, and local wholesalers have again marked their figures up. Spices are quiet and steady. Payments are rather slow.

CANNED GOODS.

No new features have developed during the week. Prices rule steady on tomatoes and peas, but the volume of business is only fair. Canned fish is not receiving the attention that is looked for at this time of the year. We quote standard brands as follows: Tomatoes, 75c.; corn, 55 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

There is a moderate demand for green Rio coffees. The market for Rio coffees is a little weaker this week owing to liberal receipts at Rio and Santos. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Refiners' supplies of syrups are light and wholesalers report a fair demand. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There is a little business being done, but the market is devoid of any striking features. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The advance of ⅛c. in the price of all sugars which took place shortly after we went to press last week has been maintained. This advance had the effect of checking the demand to some extent, which is thought by a good many to have been the object desired by the refiners when they marked their prices up, the orders previous to that having been of a character which threatened to overtax their energies. The refiners, however, claim that the condition of the raw market warranted the advance. The London market has, however, been somewhat irregular during the past week. On Friday the cables noted an advance of ¾d. on beet for next month's delivery, but on Tuesday the cables announced a decline in beet of fully 1½d. on this and of 2¼d. on next month's delivery, due, it is believed, to a report that the increased bounty law in France had passed. Local wholesalers' quotations are now: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; Demerara crystals, 3⅞c.

SPICES.

The spice market is quiet with prices

Washboards

OUR LEADING LINES ARE

BANNER GLOBE
S.B. GLOBE
GENUINE GLOBE
AND
SPECIAL STAR

We will be pleased to make a sample shipment . . .

WALTER WOODS & CO.
HAMILTON

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to
Meadow Sweet Cheese Co.
P.O. Box 2321, Montreal
For Price List.

IMITATIONS!
IMITATIONS!

Canada is full of imitations of

"SALADA"
CEYLON TEA

But then, as the grocer knows, imitation is the sincerest flattery, and nothing but what is good is imitated. "SALADA" Ceylon Tea has no equal, but many imitations.

"SALADA" CEYLON TEA CO.

25 Front Street East - - TORONTO
15 Niagara Street - - - BUFFALO
318 St. Paul Street - - MONTREAL
Chronicle Telegraph Bdg. PITTSBURG

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—

MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

still steady. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, quoting 2½ to 3½c. for choice to fancy stock.

NUTS.

Advices received in Toronto this week state that the ss. Cambrian, to whose accident reference was made last week, is due in New York on the 25th with her shipment of Tarragona almonds for the Canadian market. Locally there is nothing new to note. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

The rice market generally appears to be strong. Locally business is quiet. We quote: Rice, Standard "B," 3¼ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

More interest has been taken in China blacks the past week than at any time since the speculative demand, on account of the anticipated change in the duty, began. This, it is thought, is due to the fact that available Indian and Ceylon teas and Japans are all now about taken up, while China teas on spot are showing good value. Desirable medium-grade Indian and Ceylon teas are scarce in Toronto. There has been a little buying by local wholesalers during the week of London teas, principally, it seems, by the package-tea men, "who," to quote the words of a tea man, "recognise that, duty or no duty, they must have teas to supply the regular demand. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

There has been no further advance in currants, but the market continues firm. The lower grades of fruit are scarcely obtainable. We quote: Provincials, 4⅜ to 4½c. in bbls.; fine Filiatras, in bbls., 4½ to 4¾c.; do., half-bbls., 4½ to 4¾c.; Patras, 5 to 5¼c. in bbls., 5⅛ to 5¼c. in half-bbls., and 5⅛ to 5½c. in cases; Vostizzas, cases, 6 to 8c.

Valencia raisins continue uninteresting. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are neglected. Advices state that the stock of two-crown loose raisins on the Coast are reported to be extremely light, and the few holders, it is said, are unwilling to sell them alone, preferring to keep them to fill out mixed cars. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are in much the same condition as a week ago. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 7c. in boxes.

Dates continue quiet. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

This is prune season, but the demand has so far been disappointing. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. . . TORONTO.

E. NICHOLSON

124 Princess Street, **Winnipeg, Man.**

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Correspondence solicited from Manufacturers and Importers.

Jobbing Trade only supplied.

References: R. G. Dunn & Co., Bank of Ottawa. All Wholesale Grocery Houses in Winnipeg.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC

Kettle-rendered Lard of best quality

..Preservatives and Seasonings a specialty..

DO YOU HANDLE

BANANAS?

We have them.

ALSO...

"Date Palm" NAVEL ORANGES
VALENCIA ORANGES
MESSINA LEMONS

CLEMES BROS., - Toronto

51 Front Street East.

to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

California evaporated fruits are experiencing a little better demand than they were, but the volume of business is still dull. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

GREEN FRUIT.

Valencia oranges have experienced a further demand in Liverpool, being something like a shilling higher than they were a week ago. Locally both oranges and lemons are in good demand. Valencia oranges in the 420 size are quoted about 50c. per case lower. The demand for bananas is extra good. We quote: Oranges—Valencias, ordinary, 420's, $3.75 to $4,25 per case; large 420's, $5 to $5.50; 714's, $4.50 to $5 per case; marmalade oranges, $3 to $3.50. California navels, $3 to $4.50 per box, according to size. California Tangerines, $2.75 per box. Lemons—Messinas, $2 to $2.75 per box for both 300's and 360's, and $2.25 to $2.50 for choice; cocoanuts, $3.75 a sack and 60c. per doz. Onions, $1.50 per 80 lb. bag for Danvers. Cranberries, Jerseys, $5 to $7 per bbl. and $2 per case; bananas, $1.50 to $2. Pine apples, 20 to 25c. each. Strawberries, $2.75 per case for pints. Cucumbers, $1.75 per dozen.

APPLES.

The English market is about 6d. higher, but prices are still unremunerative. The local demand is light, at $1.50 to $2 for Spies, $1 to $1.50 for Russets and Baldwins and $1.25 for Ben Davis. Shipments from the Atlantic ports last week were only 18,000 barrels, compared with 42,000 barrels the week before. Total shipments up to the end of last week were 2,855,000 barrels, compared with 730,000 barrels for the same period last year.

BUTTER AND CHEESE.

BUTTER—The market still continues firm for good grades of dairy butter, receipts of which are still light, although better than a week ago. The demand is good for the better grades, with the lower grades difficult to sell. Receipts of creamery butter are increasing, and the tendency is toward an accumulation of stock. Although prices are quotably unchanged dealers would shade

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.

CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . .

140 Princess St.
Market Square
WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

Brisk demand for all good Roll Butter. Selling at 13 to 15c. for large Rolls and Pounds . . .

EGGS STEADY AT 11c.

Correspondence invited
Consignments solicited

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

JAPAN JAVA
MOUNT ROYAL
RICE
MILLS BRAND
PATNA BURMAH
D. W. Ross Co., Agents.

G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**
42 SCOTT St TORONTO.

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

figures. We quote: Dairy butter—Tubs, 12 to 14c. for good to choice; low-grade to medium, 7 to 9c.; large rolls, 13 to 14½c. for good to choice, and 7 to 10c. for low-grade to medium; pound prints, 15 to 16c. for good to choice. Creamery—Tubs, 18 to 19c.; 1-lb. blocks, 19 to 20c., according to make.

CHEESE—Stocks of fall makes are still light. Shipments of fodder cheese continue to arrive, and, although the quality is not satisfactory, the low price ruling tends to make them sell. We quote September and October makes at 11 to 12c. per lb. and fodder cheese at 9½ to 10c.

COUNTRY PRODUCE.

BEANS—The condition of the market is most unsatisfactory, and it is difficult to give reliable quotations. Jobbers, as a rule, quote mixed at 40 to 50c. and hand-picked at 65 to 75c.

DRIED APPLES—There is no improvement. Choice are quoted by wholesalers at 2 to 2½c., and fancy at 2½ to 3c.

EVAPORATED APPLES—Little or nothing doing. Wholesale quotations are: Quarters, 2¾c.; sliced, 3c.; best brands, 4 to 5c.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

EGGS—Supplies are large and the demand good, with prices lower than a week ago. There have been some sales as low as 8¾c. per dozen, but as a rule prices are steady at 9c.

POULTRY—There is still little or nothing coming forward and prices are firm. We quote: Chickens, 40 to 60c. per pair; turkeys, 11 to 12c. for bright stock; geese, 7 to 9c.; ducks, 60 to 80c.

MAPLE SYRUP AND SUGAR—Maple syrup is coming forward freely and is in good demand at 75c. to 80c. per tin and at 80c. to 85c. per Imperial gallon in five-gallon tins. Arrivals of sugar are light and prices are firm at 9c.

POTATOES— Offerings are more liberal and prices are weaker at 18 to 20c. in carloads on the track; out of store, 25 to 30c. per bag is quoted, but dealers are glad to accept almost any price.

FISH AND OYSTERS.

Fish continue in light demand with prices much as before. We quote: Manitoba white fish, 5½ to 6c.; ditto in kegs, $4.50; frozen trout, 5c.; ditto in kegs, $4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.75 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; haddock, 4½c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, $1 per 100; fresh water herring (heads off), $2.50 per keg; smelts, 6 to 9c. Oysters are quoted at $1.20 for standards, and $1.50 for selects.

SALT.

Trade is fairly good this week. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PROVISIONS AND DRESSED HOGS.

Provisions continue firm in price, with the demand for all lines active. Dressed hogs are a little easier this week owing to large receipts, while the packers are stopping operations for the season. Prices range from $6 to $6.40.

DRY SALTED MEATS—Long clear bacon, 7c. for carload lots, and 7¼ to 7½c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11c.; rolls, 7½ to 8c.; hams, large, 22 lbs. and over, 10½ to 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 11¾c.; backs, 10 to 11c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½c.; tubs, 6¾c.; pails, 7 to 7¼c.

BARREL PORK—Canadian heavy mess, $12.50; Canadian short-cut, $13 to $13.50; clear shoulder mess, $11 to $11.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN — Receipts of grain are a little more liberal, but prices are lower. We quote: Wheat, 73 to 74c. for white and 72 to 73c. for red, and 62½ to 63c. for goose; oats, 21 to 22½c.; peas, 41 to 42c.

FLOUR—People are only buying in small lots and confidence in the market is lacking. We quote in carloads on track, Toronto: Manitoba patents, $4.70; Manitoba strong bakers', $4.30; Ontario patents, $4.30 to $4.50; straight roller, $3.85 to $4, Toronto freights.

BREAKFAST FOODS—Business is still only moderate. We quote: Standard oatmeal and rolled oats, $2.80 in bags and $3 in bbls.; rolled wheat, $2.50 to $2.60 in 100-lb. bbls.; cornmeal, $2.25; split peas, $3 to $3.25; pot barley, $3 to $3.25.

PETROLEUM.

There is nothing new to be reported. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged with cured quoted at 8¼ to 8½c. Dealers pay 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c for No. 2. Sheep and lambskins, $1.10 to $1.25.

WOOL— The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

Sugar is ⅛c. per lb. dearer.

Valencia oranges have again advanced in Liverpool.

The ss. Cambrian with Tarragona al-

WE ARE *PAYING CASH* FOR **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

Smoked Hams
Smoked Rolls
Pure Lard

UNSURPASSED IN QUALITY
SAMPLE ORDER SOLICITED

PARK, BLACKWELL & CO., Ltd.
Wholesale Pork Packers
TORONTO

"B"

Brushes
Brooms
Woodenware

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Better buy 'em now, if you want to start the Broom season right. Illustrated Catalogue—127 pages—free.

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Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

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Ask our Travellers to show you our LEADERS in BULK

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Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

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Depends upon the quality of the article sold . . . .

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There is none better than we make. Put up in glass or wood.

Write for quotations.

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DO YOU WANT
COCOANUT?
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If so, you want the best, that's

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THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

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THE BEST MADE

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BOXES, BAGS AND TAPS. . . .

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A Certainty

is better than an uncertainty at any time. Don't experiment on your customers any more than you have to.

Excelsior Coffee

has always been a favorite, and it is a profitable article in constant demand. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

monds for Canadian merchants is due in New York on the 25th inst.

Cream of tartar is strong and advancing in the primary market.

The Salada Ceylon Tea Co., of Toronto and Montreal, is opening a branch in Boston, and Mr. P. C. Larkin will leave for there in a few days to start operations. This company now has branches in Buffalo, Pittsburg and Scranton.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., April 8, 1897.

A fair general business is being done. Merchants find collections slow, and outside dealers meet their paper poorly. The delayed tariff each week becomes more of a disturbing factor in business. In grocery lines expectations are chiefly toward higher duties. While last week tea and sugar were largely bought, this week it has been tobacco. Large quantities have been entered here and large quantities bought duty paid. Liquor dealers are also entering large quantities of goods. As the time approaches there seems a growing feeling that no duty will, after all, be put on tea. Buyers have, however, protected themselves, and largely. Sellers of hops have tried to aid sales by suggesting a higher duty on their products. In dry goods, however, the buyers are holding off, expecting lower duties.

OIL—This for the present is hardly a matter of interest. In burning oil there is nothing doing except a bare hand-to-mouth business, while even buyers of lubricating, usually open to give large orders at this season, are inclined to await developments. Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c.; prime, 16 to 17c.

SALT—While there has been a quiet week, large quantities are due here. The direct steamers are making their last trips between St. John and Liverpool and are bringing large quantities. One steamer, the Lake Ontario, it is said, will have the largest importation of the season, some 1,300 tons being expected. Large quantities will be shipped to Maine for use in the fisheries. In Canadian salt a much better demand is noted, particularly in butter and cheese salt in bulk in barrels. Box salt for table use, has a steady demand right through the year. We quote: Coarse, 43 to 45c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz.

CANNED GOODS.—Peas and tomatoes are being sold here below what they could be replaced at, but market even here is gaining strength, and higher prices must follow. Buyers find it difficult to buy pineapples, and prices tend higher. Lobsters are out of sight at the high prices. Wholesale dealers are limited buyers. Apples have slow sale. Baked beans are receiving considerable attention, both plain and in tomato sauce, and prices rule low. We quote: Corn, 65 to 70c.; peas, 75 to 80c.; tomatoes, 80 to 85c.; gallon apples, $1.75 to $1.90; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.40 to $1.50; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.75 to $1.85; pineapple, $2.25 to $3; salmon, $1.25 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.20 to $1.25; clams, $5 for 4 doz; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—There is a good business. Cranberries, best quality, are becoming scarce, and a fair price is being obtained for a limited quantity. The past season has been an unsatisfactory one. Some extra quality California blood oranges have been received here, and, while high in price, they are better fruit than the regular shipments, and in noting price it should be remembered they come in whole boxes, not halves, as the others. California oranges, as noted last week, have been in rather less demand. Valencia oranges are selling freely. Bananas are quoted lower, and dealers are about to begin larger importations. During the early spring all coming have of course been crated. They will now be brought loose and green. Apples are dull, though for best stock, of which there is a little, fair prices are obtained. Strawberries keep high and sell slowly. Lemons tend high, owing to the new American duty, New York and Boston

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BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
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And we want you to know that we sell . .
GOLDEN HADDIES
The most **POPULAR** canned fish put up, and for which there is a big demand during **LENTEN SEASON.** Only the **VERY BEST FISH** are used, and they are smoked and packed immediately after being caught.
Delicious, Delightful and Delicate
Put up in full pound cans
NORTHRUP & CO.
Packers' Agents, ST. JOHN, N.B.

LEONARD BROS.'
Montreal House
Are offering their usual large variety of
Fresh Frozen Fish
FRESH AND SALT WATER
Ask for Quotation
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is prepared to purchase a limited quantity of first-class
DRIED APPLES
Must be Bright and Dry.
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Saratoga Potato
CHIPS.
Grocers sell them.
Manufactured by . .
JOHN E. MARSHALL
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BEARDSLEY'S SHREDDED CODFISH
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Ready for the table in 10 minutes.
No Soaking. No Boiling. No Odor.

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The World's Best

must be good, safe and profitable enough for every Grocer to handle.
COTTAMS BIRD SEED
occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers

APPLES
FOR EXPORT.

We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.

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McWILLIAM & EVERIST
GENERAL . . **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

Ham and Eggs

This is the correct thing for Easter. We can supply you with both. Send on your order early, so as to ensure a supply of "Star Brand" Hams. Also English Breakfast Bacon, Spiced Rolls and Backs. All sugar cured and the very best that can be made.

F. W. Fearman
HAMILTON

being the importing centres for this market. We quote : Messina lemons, $2.50 to $3.50; oranges, Valencia, $3.50 to $4.50 ; California oranges, $3.75 to $4.50 ; Blood oranges, $2.50 to $3 ; California bloods, $4 to $4.50; bananas, $1.50 to $2.25 ; apples, $1 to $3 per bbl.; cranberries, Cape Cod, $4 to $6.50 per bbl.; strawberries, 30c.

DRIED FRUIT—There is but a fair business, in spite of a tendency to higher prices. Dates move slowly. Prunes, particularly California, find a better sale. Raisins slow. Valencias are scarce. A few Valencia layers are still here. Currants have a good demand and price is well maintained. Market is well supplied with evaporated apples. Quality is good and prices low. Onions are rather higher and are now chiefly sold by the crate. Bermudas are expected this month. Peanuts, which have been low, are rather higher, and a further advance is looked for. We mark cocoanuts a little lower. Some consignments of Venezuela nuts are being received. Seeded muscatels move slow owing to price, but it is felt they have come to stay. We quote : Valencias, 5¼ to 6c. ; California L. M. 3-crown, 7¼ to 7¾c.; London layers, $1.75 to $2 ; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4½ to 5c.; onions, $4 bbl.; ditto per crate, $1.50 to $1.60; cocoanuts, $3.25 to $3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c. ; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8¼ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—There is a fair sale. Merchants have large stocks and are pushing business. Refineries are firm and higher, and sugars are quoted almost as low out of store as ex-refinery. We quote : Granulated, 4⅛ to 4¼c.; yellows, 3¼ to 3¾c. ; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES — Barbadoes molasses is reported firmer at the island. A large quantity will arrive in a few days, bought at the lowest price. The market is easy. Quality, fortunately, this year is better than last. Dealers are awaiting arrivals of new Porto

KEEP ONLY THE BEST
For your customers.
It pays in the long run.
BROCK'S BIRD SEED
Is admittedly the cleanest and best on the market.
ALL WHOLESALERS . .
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Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

EASTER
ORDERS FOR
HAMS AND BACON
Are coming now. Be in time
SEND YOURS . .
The WM. RYAN CO. Ltd.
Pork Packers - Toronto

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
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YOU will ensure prompt returns by sending your produce to us. Our experience of a QUARTER OF A CENTURY ought to help you to secure best results.
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Commission Merchants
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FRESH ARRIVALS
FANCY { CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.
HUGH WALKER & SON
GUELPH, ONT.

For the Whitest, Lightest and Sweetest Cakes

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Ocean Wave Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

Rico. Many of our retailers will have nothing else for best grade. Some New Orleans still arrives, but during the summer months importations are much smaller than in the fall and winter. We quote: Barbadoes, 25 to 28c.; Porto Rico, 28 to 30c.; New Orleans, bbls., 26 to 28c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

DAIRY PRODUCE—Eggs keep scarce, but do not get up much in price, though some have been sold at a slight advance. Retail and wholesale price is the same. There is, however, a sale in the best retail stores for hennery eggs, which keep well above the regular market. Butter is in rather better demand; quality is the chief factor. There is, however, little chance of much advance in prices. Cheese are scarce and high. A few new are here from Ontario, but it is rather early and quantity bought is small. We quote: Dairy tubs, 15 to 18c.; creamery, 20 to 21c.; prints, 20 to 22c.; eggs, 12 to 13c.; cheese, 11½ to 12c.

FISH—Business is dull and prices easier. There is no demand here for small dry cod. The sale is for medium fish. We quote prices rather lower this week. Pickled herring are all about of one kind. Lobsters are scarce, more so than for a number of seasons, and last year they were not plentiful. Smoked herring keep low. Frozen fish are out of the market. In gaspereaux the catch this week has been small, but a few warmer days will bring them along. We quote: Large cod, $3.25 to $3.30; medium, $2.75 to $3.85; pollock, $1.20 to $1.25; bay herring, $1.25 to $1.30 per half-bbl.; smoked, new, 5 to 6c.; shad, half-bbl., $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box; kippered, 90c. per box; Barrington, $3.25 per bbl.; Shelburne, $3.50 per bbl.; lobsters, 4 to 12c. each.

PROVISIONS—This is one of the few lines showing strength. In clear pork we again mark the price up. At the quotation the market is steady. Mess pork keeps low, and it is good stock at the price asked. Smoked meats, particularly hams, are higher, and a further advance would not surprise anyone. Lard is firm. Beef is also marked up this week, Canadian, as well as American, having advanced. We quote: Clear pork, $15 to $16.50; mess pork, $12.50 to $13.50; plate beef, $12.50 to $13.50; hams, 12 to 13c.; rolls, 8 to 9c.; pure lard, 7 to 7½c.; compound, 6¼ to 7c.

FLOUR, FEED AND MEAL—Buyers and sellers in flour are still somewhat apart, though there is a rather better business doing this week. The price here is held firm. While oatmeal is higher, there is little if any change here, dealers being well stocked. Cornmeal keeps firm at the advance. At outside points Ontario mills compete with local mills, particularly where shipped in mixed cars. Oats are a little firmer, but hay is easier, some good Quebec hay being sold here at low prices. Middlings and bran keep high, and at the prices ruling sales are light. Beans are unchanged. Seeds sell more freely at firm prices. We quote: Manitoba flour, $5.15 to $5.25; best Ontario, $4.60 to $4.70; medium, $3.15 to $3.25; oatmeal, $3.15 to $3.25; cornmeal, $1.80 to $1.85; middlings, $15 to $16; bran, $14 to $15; hand-picked beans, 85 to 90c. per bush.; prime, 75 to 80c.; oats, 32 to 33c.; hay, $10.50 to $11.50; barley, $3; round peas, blue, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.25 to $1.50.

ST. JOHN NOTES.

Jardine & Co. have put a second traveler on the road, Mr. J. E. Angerine.

Jardine & Co. received this week a shipment of fine quality California prunes in 25-lb. boxes.

Large quantities of tea still arrive, 2,000 packages landing this week ex steamer Stockholm City.

Messrs. Arthur Bowman and — Cauley, both with Geo. E. Tuckett & Sons Co., Ltd., have been in the city this week.

St. John's revenue for March as com-

A BLACKSMITH . . .

knows more about blacksmithing than a philosopher; so do experienced cheese manufacturers understand their business better than others.

Look at this Jar

Then remember those relics of the past, the poor rubbish you used to sell. **MacLaren's Imperial Cheese** contains more cream than any other cheese ever offered to the public. It always retains its fine fresh flavor, and every particle is fit for use.

A. F. MacLAREN & CO. - TORONTO.

Heinz's Pickles.

Heinz's Baked Beans with Tomato Sauce is a highly nutritious and pleasing food, prepared ready for the table. Put up in tins of convenient size for family use. May be served cold, or heated by placing tin in boiling water for ten minutes.

Other Popular Specialties

SWEET PICKLES **TOMATO CHUTNEY**
INDIA RELISH **TOMATO KETCHUP**
ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

pared with last year is as follows: Customs, $79,497 for last March, and $78,191 for this March.

C. & E. Macmichael, whose business is particularly with the city retail stores, this week received some "Log Cabin" baked beans in tomato sauce.

Mr. Tilton, of Smith & Tilton, reported as sick in THE GROCER some four weeks ago, is still unwell and unable to attend to business, but he is improving.

W. F. Harrison & Co., wholesale grocers, suspended payment this week. The trade, by whom Mr. Harrison was held in high esteem, sympathise with the firm.

The smelt shipments from the northern counties of this province for this season were much smaller than last year. At Richibucto the shipments were 15 cars short.

One very active branch of business in St. John this week was that of millinery. The importance of this branch of business becomes more felt here from year to year. The number of milliners from outside points to the openings here was very large this year.

W. B. Bayley & Co., of Toronto, have secured a good share of the evaporated apple trade here this spring. Some three cars landing this week. Mr. Bayley's name on a box of apples carries with it a reputation for quality of which any man should be proud. Among the buyers were: Hall & Fairweather, Dearborn & Co., Vincent S. White & Co., W. Frank Hatheway, C. & E. Macmichael, and C. M. Bostwick & Co.

QUEBEC MARKETS.

MONTREAL, April 8, 1897.

GROCERIES.

THE regular jobbing demand for staple groceries is not of a very lively character at present, but there has been speculative activity in the two leading staples of tea and sugar owing to the possibility of tariff changes necessitating an advance in values. In sugar the additional fact of a generally strong situation outside caused an advance of ⅛c. per pound last Friday. The demand for teas is confined chiefly to low grades, which, of course, will be influenced the most by the imposition of a duty. Molasses continues firm, and in other departments of the market there are few interesting facts to record.

SUGAR.

The firm feeling noted for some weeks back culminated last Friday in an advance at the refineries of ⅛c. per pound on both granulated and yellows. The strong tone is general everywhere and this, coupled with the expectations regarding the coming tariff changes, has the effect of stiffening holders all round. The refiners this week are not by any means free sellers at 4⅛ to 4¼c. for granulated and 3⅜ to 4c. for yellows, while the wholesale grocers have advanced their prices to 4⅜ to 4½c. on granulated and 3½ to 3⅝c. on yellows.

SYRUPS.

Demand for syrups is not brisk, but prices are unchanged, at 1⅜ to 1⅞c. per lb., as to quantity and quality.

MOLASSES.

The molasses market is firm and unchanged. with holders not urging sales on what stock they have on hand, and 25c. has been refused this week for round lots of old Barbadoes on spot, while jobbers are holding their stocks firm at 30c. Offers on new stock are equivalent to a cost of over 27c., in fact a bid of that figure was declined for a round lot of new. Cables from the Island quote the same figures, first cost, as noted last week.

RICE.

There is no change in rice, business continuing quiet. We quote: Crystal Japan, $5 to $5.25; standard B., $3.50; Patna, $4.50 to $5.25; Carolina, $6.75 to $7.75; choice Bermuda, $4, and Java kinds, $4.25.

SPICES.

Business in spices rules quiet, orders coming to hand being for small quantities. Prices generally are steady. We quote: Pure black pepper, 8 to 10c;

pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

There has been some enquiry for Maracaibo and Rio coffee during the week, and several invoice lots of each changed hands during the week. Prices continue steady. We quote: Maracaibo, 15 to 20c.; Santos, 13 to 18c.; Rio, 13 to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

The tea market has continued fairly active in a straight wholesale way in anticipation of the belief that a duty will be placed on tea. The demand has been chiefly for Japans around 15c., but Young Hysous and Ping Sueys have also moved freely, We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

Valencia raisins continue quiet and steady. We quote: Ordinary off-stalk, 5¼ to 5½c. fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

Californias are firmly held under moderate supplies and a very steady feeling on the Coast. Prices are: 6½ to 6¾c. for 2-crown, 7 to 7½c. for 3-crown, and 8 to 8½c. for 4-crown.

Currants are steady and unchanged. We quote: Provincials, 4 to 4½c.; Filiatras, the same; Patras, 5½ to 6c., and Vostizzas, 6½ to 8c.

Prunes are a very small stock and prices are steadily held. We quote: French, 5 to 15c., as to grade; Austrian, 6 to 8c., and Californias, 10 to 11c. for 40 to 50's.; 9 to 10c. for 50 to 60's.; 8 to 9c. for 60 to 70's.; 7 to 8c. for 70 to 80's., and 6½c. for 90 to 100's.

There is no change in figs, which we quote at 8 to 12c., and dates at 5 to 6c.

CANNED GOODS.

The remarks made last week regarding the heavy feeling in vegetables, with the exception of tomatoes and all kinds of fish, may be repeated. We quote: Tomatoes, 75 to 85c.; corn, 60 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $1.50 to $1.80 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes $1.05 to $1.15; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $8.50 to $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

GREEN FRUIT.

The fine weather has had an opposite effect on green fruit. Receipts of bananas have been extremely heavy, and prices are lower as a consequence. The advance in Valencia oranges abroad has had little effect on this market. Pineapples are scarce and firm. New asparagus is selling this week, also California celery. We quote: California oranges, $3 to $4.50 per box; Valencia oranges, $3.50 to $4 per box; lemons, $1.75 to $3 per box; cranberries, $1 to $4 per bbl.; Malaga grapes, $7.50 to $8; bananas, $1 to $2 per bunch; pineapples, 20 to 35c. each; asparagus, $4.50 to $5 per dozen; California celery, $1.25 per dozen; southern spinach, $2.50 to $3.

APPLES.

Apples have been dull and featureless this week, prices ranging from $1 to $1.75 per bbl., which is a decline from last week.

DRIED APPLES.

There is practically no sale for dried and evaporated apples, at 3c. and 3¾c., respectively.

FISH.

The pickled fish market continues dull and easy; in fact, prices are hardly quotable. In prepared fish quotations range about as follows: Haddies, 5 to 6c. for Lower Province, and 6 to 7c. for Portland; Yarmouth bloaters, 75 to 85c. per box, and kippered herrings, 85c. to $1 per box.

COUNTRY PRODUCE.

EGGS—The egg market has declined under increased receipts, but, at this writing, rules steady at 9½ to 10c., according to the size of the lot, for new-laid stock.

MAPLE STOCK—There has been a good demand for maple syrup at 50 to 55c. per tin, while sugar sells at 7 to 7½c.

BEANS—There was no change in beans, business being slow at 55 to 60c. in car lots, and 65 to 70c. in a small way.

POTATOES—The market for potatoes was unchanged at 35 to 40c. per bag in car lots, and at 45 to 50c. in a jobbing way.

ONIONS—American buyers are in this market for Canadian onions at $2.25 to $2.50 for red, which are the only kind offering.

HOPS—Have ruled rather firm this week at 12 to 13c. for 1896 crop, and 5 to 6½c. for yearlings.

TALLOW—Rough tallow continues steady at 1½ to 2c., and rendered at 2½ to 3c.

PROVISIONS.

A fair trade was reported in smoked meats, but the demand for pork and lard continues of a limited character and prices rule steady. We quote: Canadian pork, $12 to $13 per bbl.; pure Canadian lard, in pails, 6 to 6½c., and compound refined at 4½ to 5c. per lb.; hams, 9½ to 11½c., and bacon, 10c. per lb.

FLOUR, MEAL AND FEED.

Manitoba millers report an active demand for flour from local and country buyers, and a number of car lots were sold at steady prices. In Ontario grades business was quiet. We quote: Winter wheat patents, $4.30 to $4.50; straight rollers, $3.90 to $4.10; and in bags, $1.90 to $1.95. Manitoba spring wheat patents, $4.60 to $4.80; and strong bakers', $4.25 to $4.50.

In feed a fair trade was done at steady prices. Manitoba bran sold at $12, and shorts at $13 per ton, including bags. Ontario bran brought $12, and shorts $13 to $13.50 per ton in bulk.

The demand for oatmeal continues slow, and the market rules quiet and about steady. Rolled oats are offering at $2.70 to $2.80 per barrel, and at $1.35 to $1.40 per bag.

BALED HAY.

The hay market has shown more firmness during the week, and prices are 50c. per ton dearer than at last writing. We quote: No. 1, $9.50 to $10 f.o.b on the cars here and No. 2, $8.50.

CHEESE AND BUTTER.

The new feature in cheese has been the receipt of new fodder stock. The quantity so far is inconsiderable, and exporters have been buyers all the way from 10 to 10¼c.

Butter continues quiet, and receipts have been quite large for the time of the year during the past week. In consequence of this values are rather easier at 19½ to 20c., as to grade, with some special lots fetching 20½c. from local grocers.

MONTREAL NOTES.

Japan teas at 15c. or thereabouts continue in active enquiry this week.

Large receipts of fresh eggs have caused another decline of ½c. per dozen.

The price of refined sugar, both granulated and yellows, has been marked up ⅛c. per pound.

An advance of 1s. 6d. in the price of Valencia lemons abroad has not affected the spot quotation to any extent.

There is almost no sale for dried and evaporated apples owing to the large supplies of green fruit of all kinds.

Cable advices on Barbadoes molasses this week do not indicate any change in the first cost at the Islands, but the tone is firm at the recent advance.

The general feeling among the retail merchants in Montreal at the present time is that there will be a boom in business as soon as the tariff question is settled.

HALIFAX TRADE GOSSIP.

COLD storage is now assured. A contract has been entered into for the erection of a building and plant on the property of the Halifax Graving Dock Co. The price is $35,000. The Canadian Atlantic Cold Storage Co. is the name of the concern interested. It is incorporated by the Provincial Government, with an authorized capital of $500,000, in 8,000 preference shares at $50 each and 2,000 ordinary shares at $50 each. The preference shares are entitled to a cumulative preferential dividend of 6 per cent. per annum and one-half the surplus profits. The directors are: Geo. E. Boak, fish merchant; Thos. Ritchie, barrister; J. C. Mackintosh, banker; J. W. Bigelow, fruit grower, and William Clarke, promoter.

R. T. Craig & Co., grocers, are preparing to build at Truro a handsome store. It will be three storeys high.

Nova Scotia is now in the heat of a local election, and as every man in Nova Scotia is a politician, somebody is neglecting his business. Trade is, consequently, dull. It is generally dull at this season, anyway, but the campaign is not improving matters. Several heavy bills of sales have been recorded during the past few days, which do not put a very bright face on the prospects.

Apples continue to go forward from the Annapolis Valley to the English market. Poor stocks are about used up and good stocks cannot be had for less than $2 per bbl. from jobbers.

There have been some arrivals of molasses during the past few days, principally to G. P. Mitchell & Sons. Trade remains quiet. Quotations are: Antigua, 24c.; St. Croix, 25c.; Porto Rico, 29 to 32c.; Trinidad, 26c.; Barbadoes, 26c.: Demerara, 39c.; St. Kitts, 22 to 25c.

The local fish market is looking well. One of the large exporting firms showed THE GROCER a cable order worth $10,000, which in itself is a sign of improvement. Quotations are: Dry cod, from vessels, tol quol, shore, prime, $2.50 to $3.50; small bank, $2.50 to $2.75; large do, $3 to $3.25; bay, $2.25 to $2.50; Labrador, $2.50; haddock, $1.75 to $2; hake, $1.75; pollock, $1.75; shore cod, from store, large, hard, $4 to $4.50; herring, Bay of Islands, split, No. 1, $1.50; Labrador, No. 1, $6; do, No. 2, $4; shore, No. 1, large, split, fat, $3.25 to $4; alewives, No. 1, $2.75; mackerel, No. 1, $15.50; No. 2, $13.50; No. 3, $7; salmon, No. 1, $13; No. 3, large, $11; No. 3, small, $9.

Eggs are still low and large consignments are being received. Case lots sell as low as 9c.

Cheese remains very firm at 12½ to 13c.

Butter is in fair demand, but the quotation varies from day to day.

Flour and all feedstuffs are quiet. Quotations remain unchanged as follows: Hungarian patent, Manitoban, $5.30 to to $5.40; Manitoba strong bakers', $4.90 to $5; Canadian pastry, $4.80 to $5; 75 p. c. roller patents, $4.40 to $4.50; 80 do, $4.30 to $4.40; 90 do, $4.20 to $4.30; straight, $4.15 to $4.25; extra, $3.90 to $4.

The sugar market is very firm. The refinery has been very busy of late, as orders are coming in more freely than for some months. Quotations are: Yellow "C," 3⅜c.; yellow "X C," 3⅛c.; standard, 3½c.; extra "C," 3⅝c.; standard "A," 3¾c.; granulated, 4¼c.; pulverized, 6c.; cut loaf, 6c.

MANITOBA MARKETS.

WINNIPEG, April 8, 1897.

ROADS are still in bad condition and trade is still dull. There is some excitement as to changes in tariff, and there is no doubt that a speedy settlement of the tariff will be better for trade. The dangers of a flood are not yet over, but they lessen with every passing day. The weather has been warm, without rain, and the snow has disappeared with great rapidity. The news of the floods to the south has caused some uneasiness, but the water is lowering there by absorption, and, unless the spring rains are very heavy, it is not likely that the flood will reach as far north as Winnipeg. There is no noticeable change in prices since last week. Sugar has risen ⅛c. since last week. Country produce, such as butter and eggs, is still very short, and cheese is nil. Syrup, cigars, teas, dried fruits and canned goods, same as last week.

SUGAR—⅛c. advance.

FISH—Jobbing prices: Finnan haddies, 8c. per lb.; whitefish, 4 to 5c.; Lake Superior trout, 9c.; salmon, 12c.; bloaters, $1.10 to $1.40 per box; red herrings, 20c. per box; boneless fish, 5c. per lb.

BUTTER—Supply very limited, no creamery offering, first-class dairy selling at 18c., and supply not equal to demand.

EGGS—Supply still short, very small shipments coming in from Manitoba; price, 17c.

GREEN FRUITS—Apples are coming in freely from the east, but do not keep well, and good apples bring full prices. Fruits from the south have been interrupted by the recent flood, but are coming in again now, though somewhat uncertain. We quote: Apples, $3.75 to $4 for choice stock, others, $3 to $3.50. Oranges, navels, $4.50 to $4.65 per box; seedlings, $3.50 to $4; Messina lemons, $4.50 to $5; bananas, $2.50 to $3 per bunch.

OATMEAL—Market easy. Rolled oats, 80-lb. sacks, $1.60; Standard, $1.85; granulated, $1.90 in 98-lb. sacks; rolled wheat, 80-lb. sacks, $1.60.

CURED MEATS—Market very firm, with prices unchanged. Hams, assorted sizes, 10 to 10½c.; bacon, bellies, 10 to 10½c.; backs, 9 to 9½c.; short, spiced rolls, 7 to 7½c.; shoulders, 6 to 6½c.

LARD—Firm and unchanged. Prices are: Pure, $1.55 to $1.60 for 20-lb. pails, and $5.50 for 50-lb. pails; pure leaf lard, 3, 5 and 10-lb. tins, $5.75 per case of 60 pounds.

CRANBERRIES.

When the cranberry crops were being harvested, in September and October, there were many statements by growers of short yields, and predictions of very high prices for this article in the winter. Nevertheless the general crop turned out to be a good one, and average prices for this wholesome and delicious fruit have been the lowest on record. The growers who held back their best-keeping berries for the late market are realizing lower figures than could have been obtained in the fall, and many crops have brought less than the cost of harvesting and marketing them.

The New Jersey growers claim their mottled colored berries make better flavored sauce than the Cape Cods, which run dark. They had a very moderate crop, compared with the Cape Cods, but there are still plenty on the market, and wholesale prices of fine stock are now only $1 per bushel crate, and $3.25 per barrel, or about 3½c. per quart. Choice Cape Cods sell from $1 to $2 per barrel higher. These figures leave growers no profit whatever, but seem to be in keeping with many other agricultural products, owing to hard times.—Retail Grocers' Advocate.

THOS. DOHERTY & CO.

The sale of teas, coffees and fixtures of the firm of Thos. Doherty & Co. took place Friday at 134 McGill street, Montreal. The sale was largely attended, and the prices realized were good. In fact, many lines realized more than cost. The total sales amounted to $11,000. The goods consisted of 63 lots of teas, 11 lots of coffees and a quantity of vinegar, besides the store fixtures and book debts. It took the better part of four hours to dispose of the entire stock, which inventoried between $14,000 and $15,000. The range of prices were as follows: Cougous, 7 to 16c.; Ceylons, 11 to 26¾c.; Gunpowders, 11 to 16¾c.; Young Hysons, 7¾ to 14c.; Japans, 8½ to 22½c.; and coffee, 5¼ to 18c. Fraser Bros. acted as auctioneers.

POOR CANNED GOODS.

I HAVE been deceived so often of late by poor canned goods that I am tempted to write an article for The Grocery World on the subject. I don't know whether I have been unusually unfortunate necessarily, but unless I have there is a power of bad canned goods on the market. I have come to the conclusion that grocers don't taste the canned goods they buy. I know the grocer who has been serving me don't, for he told me so. It may have been rather presumptuous for me to tell a grocer how to conduct his business, but I told him that he ought to know what he was selling, and from henceforth I'll warrant he will sample every lot of canned goods he buys.

My experience justifies the statement that there is more uncertainty about buying canned goods than almost anything else. The other day I bought a small can of cherries. I paid 20c. for them, which is rather a good price, I think, but still I don't object to paying it if the fruit is fit to eat. The cherries were labeled, "White Ox-Heart Cherries," and somebody named Miller, of Baltimore, Md., was the manufacturer. Well, I never tasted poorer cherries in my life. They were poor quality cherries to begin with, and were canned in water. They were tasteless and insipid, not even sweet. I piled sugar on them and doctored them up, but when I got through they were just as cheap and poor as ever.

I complained to the grocer who sold them, and he didn't know anything about it. He said he hadn't tasted them before he bought them, but had bought them of a dealer whom he had confidence in. He will take more pains in buying canned goods in the future, I guess. The upshot of the whole matter is, that when I ask for anything in the canned goods line in the future, I shall be very careful to see that somebody besides Mr. Miller has put it up. Why wouldn't it be a good idea for grocers to have a can of such articles as this open, with some of the contents out in a dish, so that people could taste it for themselves?—Mrs. R. K. T. in Grocery World.

MR. HOWSE'S EASTERN TRIP.

A. E. Howse, one of Nicola, B.C.'s, enterprising merchants, is making a few months' trip to Ontario, where he will rejoin his wife and family, who have been residing in Hamilton visiting friends during the winter. Mr. Howse expects to return to British Columbia about the first of May, when he will take back his family, except Master Fred, who will take a course in Trinity College, Port Hope, and finally graduate as a mining engineer. Mr. J. H. Duncan, who has been in Hamilton and other eastern points for two months visiting relatives, has returned to Nicola. Mr. Duncan looks as though his trip agreed with him. He will resume his former position as manager of Mr. Howse's mercantile establishment, and has been given full power to transact all business in connection with the firm during Mr. Howse's absence.

NEVER ADVERTISE A COMPETITOR.

The president of the Americus (Ga.) Grocery Company contributes the following to The Interstate Grocer:

"Every Saturday afternoon at 3 o'clock they are all in our office; we then give them prices for the following week, and figure up their profits for the preceding week. We find this plan a good one, as they are all present, and one dislikes to see the other "out-profit" him. We unhesitatingly tell them the cost of everything we sell, in order to get them to work on the goods that bear us the best profit. We urge them, when a party buys a bale of meat or a barrel of sugar, to do their best to put in something that bears a profit to bring up the average. They are c rried through our stock of goods every week, and if we find that any article is accumulating, or bids fair to be hard stock, those are the goods they are told to work on; consequently, out of a stock of about $40,000, we do not believe that we have $100 in hard stock. We try to impress the fact on them that they represent as good a grocery house, in every respect, as there is in existence, barring none, and the writer has talked this so long to the men until he actually believes it himself.

"We tell them never to mention a competitor's name; never say anything good of them, for it may induce someone to trade with them who have never done so before; never say anything bad of them, for it would only be hurting us. We try to impress upon them the fact that the jobber who does not realize an average profit of 10 per cent. is of short duration. We are continually warning them that every rebate or allowance given is cutting us out of profits that are legitimately ours."

FROST IN CALIFORNIA.

Letters from Fresno, Cal., state that many vineyards have been put back by frost. The thermometer, according to some reports, went down to 2 degrees. The crops of peaches, apricots and almonds are reported to have been damaged by the frost, but later accounts will have to be waited for to determine just how much each variety has been affected. Almonds, it is said, have suffered most, and apricots and peaches are said to have sustained much damage.

THE STRAWBERRY SITUATION.

FLORIDA strawberry growers have had rather an unfavorable season this year owing to the continued unfavorable weather. Berries have been seriously injured from time to time, and present indications are that the season will close earlier than usual; in fact, present arrivals are now moderate, and the quality usually below the standard for this time of year. A large crop is promised from Charleston, and stock is just commencing to arrive. The first lot of Lady Thompsons received in ice boxes arrived last week, and realized 75c. per quart; the berries were of very fine quality, and realized that extreme figure more because they were the first shipments than because they were actually worth it. Small lots have arrived in open crates, and such have not been salable above 20 to 40c. per quart.

The transportation service has been very much improved this season, particularly between here and Florida. All-rail refrigerator cars are now available for all shippers, and when they arrive here on time the berries are usually in good shape; there has been some irregularity, however, in their arrival, they getting in often a day late, and when such is the case, the berries have usually been unattractive and poor, and salable only at comparatively low figures.

A new feature this season has been the refrigerator car express service; this has brought the berries from Florida to New York in 36 hours, practically laying the berries down in this market 48 hours from the time they were picked; these cars have brought the fruit in in a very fine condition, fresh looking, and almost equal to fresh picked berries. The service costs only a trifle more and the transportation charge is considered moderate in view of the distance, and is very satisfactory to both shippers and receivers. Many shippers have continued to use the small ice boxes, sending them by freight, and berries shipped this way have arrived in rather irregular condition, some coming in very good, while others were defective and worth comparatively little; these latter carriers, however, are still considered a practical shipping package, they being particularly advantageous to the smaller shippers.

Arrivals from Charleston will steadily increase now that stock has appeared, and as soon as the supply becomes large enough to equal buyers' wants, the demand for Florida berries will naturally decrease, as the Charleston offerings are usually of larger and better variety than are grown in Florida, and the fact that the distance is considerably nearer makes the berries arrive in a fresher and better condition, so that buyers will not handle the Florida berries except at a much lower range of prices. N.Y. Journal of Commerce.

THE GENUINE
Costs Less Than the Imitation.

Every successful company has a lot of cheap and unscrupulous imitators. The goods they offer are usually just about as near the models they attempt to copy as the statements they make are near the truth.

Manifolding Autographic No. 225—$12.

The National Cash Register Company has been doing business in Canada for ten years. It maintains offices at 6 Rossin Block, King Street, W., Toronto; 1685 Notre Dame Street, Montreal, and in Vancouver, British Columbia.

Detail Adder No. 13—$60.

It makes 90 kinds of cash registers, ranging in price from $10 to $375. It sells second-hand National and other registers at the lowest prices. It will make and sell any kind of a cash register for less money than any other concern in the world.

Do not be deceived. When a cash register is advertised as "just as good as the National," that ought to be sufficient reason for buying a National, particularly when you can get the original National for less money than the imitation.

Call at one of the addresses above named, and see what we can do for you.

Key Total Adder No. 50—$120.

ILLINOIS DEPARTMENT STORE BILL.

THE "business men's bill" which is before the Illinois Legislature is entitled "An Act Relating to the Trade and Commerce of the State of Illinois." In its preamble the bill declares that there is a widespread and general depression in industrial and business circles caused by the maintenance of departmental stores where minors of both sexes are employed, displacing adults, at low and insufficient wages. The department stores, it is charged, by their methods of doing business perpetrate fraud by misleading and deceiving the public; tend to paralyse business of merchants and manufacturers, pauperise labor, cause business and residence property to become vacant, depreciate values, withdraw personal property from taxation, and make the burdens of government heavier on the many for the benefit of the few. To remedy these wrongs and for the purpose of regulating, prohibiting, taxing, licensing, the bill is proposed. It is to be operative in cities of not less than 10,000 population, and it gives a classification, grouping and grading which, its friends say, is the work of experts in the several lines.

Division one gives seventy-four classes of merchandise; division two gives twelve groups, including the classes, and division three presents a graded plan of the classes of goods. Section 2 of the bill provides that after the taking of effect of the Act no store, building or premises shall be used or occupied by any person or unit of management for the sale of goods at wholesale or retail where other goods in a separate class or division or group as specified by the Act are kept for sale. Any premises so used shall be deemed a public nuisance. It is made possible for a store to carry more than one line under what is termed a graded store plan, but a license must be taken out for this each year, and the license fee shall not be less than $25 a year, and the control of these shall be under the same authorities as now in different communities have the dram shop law under their jurisdiction.

Violations of the Act are punishable by a fine of not less than $5 nor more than $200 for each day, and confinement in the county jail for not less than one day nor more than one year. Bond in the sum of $5,000 is required from a violator to reopen his place, conditioned that he will not again violate the law and that he will pay the fines and damages assessed against him. Any shift or device to evade the law is punishable, but nothing in the provision of the Act is to be deemed as affecting manufacturing, warehouses, auctioneers, pawnbrokers or salvage establishments. Proprietors of stores must furnish to the city officials in writing under oath at such times as may be requested statements setting forth the classes of goods kept for sale, and failure to comply shall subject the offender to a fine of $5 for each offence. The bill closes: "Whereas an emergency exists, therefore this Act shall be in force immediately after the passage." —Chicago Grocer.

BROWNING'S MESSAGE TO THE WORLD.

If then I might venture to try to sum up in a sentence the main lessons of Robert Browning's life and poetry, it would be somewhat thus: Live out truly, nobly, bravely, wisely, happily, your human life, as a human life, not as a supernatural life, for you are a man, and not an angel; not as a sensual life, for you are a man, and not a brute; not as a wicked life, for you are a man, and not a demon; not as a frivolous life, for you are a man, and not an insect.

Live each day the true life of a man; to-day's not yesterday's life only, lest you should become a murmurer; nor to-morrow's life only, lest you become a visionary; but the life of happy yesterdays and confident to-morrows—the life of to-day unwounded by the particular arrows of yesterday, and undarkened by the possible cloudland of to-morrow.

Life is indeed a mystery, but it was God who gave it, in a world "wrapped round with sweet air, and bathed in sunshine and abounding with knowledge, and a ray of eternal light falls upon it even here, and that light shall wholly transfigure it beyond the grave."—Dean Farrar, in Review of Reviews.

HOW A TEA TRADE MAY BE LOST.

A lady came into the store of a 2nd Ave. grocer last week and enquired of the boss, whether he had changed his English breakfast tea, or if he had received a new lot. The tea is not good at all, it is like water she said. The grocer was astonished, he had not changed his tea at all, and he was very particular about the quality. He told the lady to bring it back and let him look at it. Examining the returned tea he found that it was a common, cheap Oolong. "Who of you boys gave the lady this tea for English breakfast?" The clerk, who had waited on her, apologized and said, "The can of English breakfast tea was just empty and so I gave her out of the next can." The grocer exchanged the tea and did not lose the customer; but this should teach the boys a lesson to keep the cans filled, and not substitute any other quality if the can is empty. Don't be afraid of the little trouble to get down a chest and open it. Work for the boss' interest.—Retail Grocers' Advocate.

GIVING ACCURATE INFORMATION.

The habit of giving accurate information is a rare and valuable one. Not one person in ten can give definite, clear directions on any stated subject of which they have full knowledge. Yet this is a habit which successful business men are compelled to acquire. The trained specialist in any branch of art or science is chiefly valuable because he has learned to crystalize his information and reduce it from vaporous theory to something that can be made practical. From their earliest childhood, children can be taught to be exact and clear. Indefiniteness is a crying fault of youth. It is an easy thing to get into slipshod habits of thought and work. Such work may be brilliant, but unless work is directed toward a definite purpose it is valueless. Thought that appears in brilliant flashes is as useless for guidance as the light of a jack-o'-lantern. A beacon-light must be steady and certain. The value of a fixed, definite purpose in life, steadily adhered to, cannot be overestimated. It is the secret of success, and so fully is this recognized that genius has been defined merely as the power of persistence. He who has ability to maintain a fixed purpose in spite of disappointments and apparent failures, must, in the end, win, if he is guided by honor and truth. Exact habits are best formed in youth. It is next to impossible for a man who has grown up in happy-go-lucky habits of work to turn back and learn to be exact. —Geyer's Stationer.

WHY MERCHANTS FAIL.

"Six-tenths of the failures in business result from inexperience, extravagance and neglect; two-tenths from natural dishonesty; one-tenth from speculation, and one-tenth from misfortune."

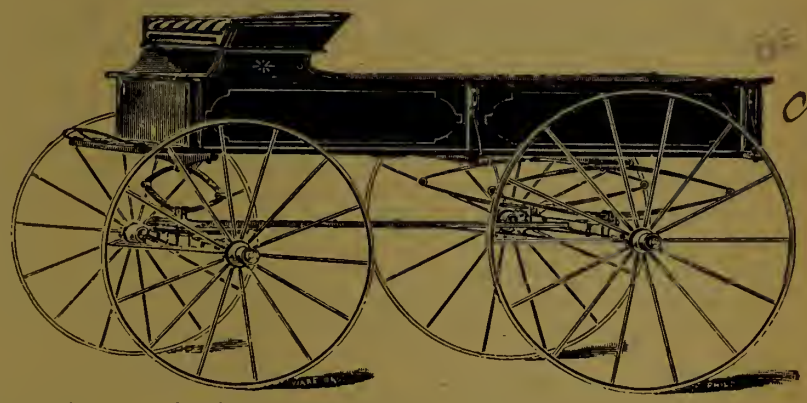
If a merchant has an automatic and perfect check on all the transactions between his clerks and his customers; if he has time to watch the other details of his business; if he systemizes his business and stops all the little leaks, and if he knows what is going wrong, and is consequently able to stop it, he should not fail from any of the above causes.

The National Cash Register Company, of Dayton, Ohio, has devised systems for all kinds of retail stores, and are designed to give the retail merchant such a check on his business. A description of these systems may be had upon application.

If you will send your name, address, business, number of clerks employed, percentage of business done on credit, and stating whether or not you employ a cashier, to Department "P," The National Cash Register Company, Dayton, Ohio, U.S.A., they will send you in return a handsomely printed description of a system used in stores like yours.

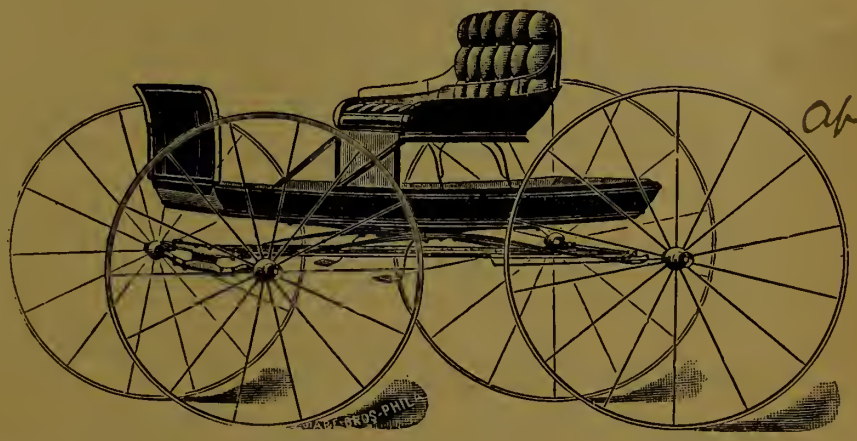
Have You a . . .

DELIVERY WAGON?



If you have, perhaps you are open for a buggy for general business purposes? We have purchased a large number of these vehicles, as shown in accompanying cuts, at a very low price, and are giving the merchants the benefit. We sell either of them with a bill of

Pure Ground Spices
Baking Powder
Coffee



You can rely on the quality of these goods--Spices and Wagons. We guarantee the Spices, etc., to be perfectly pure, and the Wagons are guaranteed by the makers, Wm. Gray & Sons, Chatham.

WRITE US FOR PARTICULARS.

THE TORONTO COFFEE & SPICE CO. LTD.

H.H. SUYDAM. PRES. J.D. ROBERTS. VICE. PRES. J.A. WATSON. SEC.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

H. P. ECKARDT & CO. have reduced their prices on California evaporated fruits. "Retailers wanting evaporated peaches, apricots, egg plums, nectarines, etc., need not pay high prices if they will crop us a card," said a member of the firm.

Warren Bros. & Co. received a carload of green Rio coffee on Tuesday.

A shipment of pearl tapioca arrived this week for the Eby, Blain Co., Ltd.

A handsome sample of Porto Rico sugar is being shown by The Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., report large sales of their crushed Java and Mocha coffee.

The Davidson & Hay, Ltd., report a good demand for pure jams in pails, glasses and tins.

The Eby, Blain Co., Ltd., are making special prices for fish of all kinds between now and Easter.

H. P. Eckardt & Co. are making a specialty of butter dishes. Their advertisement on page 14 will furnish further information.

The Eby, Blain Co., Ltd., are offering special values this week in Young Hyson points.

J. A. McLean, provision and commission merchant, 77 Colborne street, Toronto, has been appointed sole agent in Toronto for the Fairbank Canning Co.'s meats.

A grocer's showcase is being advertised by W. H. Gillard & Co. on another page in this issue. The sellers of this article state they have received numerous letters eulogizing the great selling facilites of these cases.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

The Eby, Blain Co.: "We are offering a special snap in prunes for the next two weeks."

H. P. Eckardt & Co: "We have struck the popular taste with 'Ludella' Ceylon tea after years of study and experience. We can now suit the most fastidious taste."

W. H. Gillard & Co.: "We are believers in quality, more especially in teas than even other articles in the grocery line. Our standard blacks are only blended after exhaustive and rigid tests as to the liquoring qualities of the teas entering into their composition."

The Davidson & Hay, Ltd.: "The number of orders received during the past two weeks for 'Kurma' Ceylon tea is over treble that for the corresponding period since this tea was placed on the market."

MACHINE-MADE TEA IN THE STATES.

DURING a recent trip to Cincinnati, Ohio, covering ten days, the writer was surprised to find that wherever tea was served it proved to be Ceylon or India tea, a fact indicative of the phenomenal progress made in their introduction. When consideration is given to the fact that China monopolized the tea markets of the United States for over 100 years, and that Japan contributed over 40 per cent. of the supply since 1875, then we realize the tremendous prejudice which the advocates of machine-made tea have to overcome, and are the better prepared to estimate and appreciate the rapid hold gained for machine-made tea in this country within two years. In 1894 the imports were 4,700,000 pounds; in 1896, 9,500,000 pounds—a gain of over 100 per cent.

No one can successfully deny that the bulk of the importations of China and Japan tea have been of medium and low grade, with a large volume of trash. The law just passed regulating importations of tea will check the imports of poor and trashy tea, and bring the attention of consumers more and more to a consideration of the merits of Ceylon and India tea.

It has been difficult to impress upon consumers that a much less quantity of machine-made tea is required to make a satisfactory infusion than of China and Japan sorts, but this lesson they are acquiring rapidly, and thus discovering the economical advantages arising from the use of Ceylon and India growths, besides becoming wedded to their flavor. None are more enthusiastic advocates of British-grown tea than many who a few years ago discredited them in many ways.

A few days ago an importer, in commenting upon the remarkable increase in direct shipments of tea from Ceylon to America—viz., 64,966 pounds from January 1 to 26 of this year, against 10,415 pounds for the same time in 1895—said: "That is nothing to what it will be in a few years hence, when they will have this market."

We do not, however, entertain the idea that the teas of China and Japan will be entirely displaced, but we do believe that the enterprise, push, pluck, and perseverance of the Ceylon and India tea growers in seeking a market here will result in such an increase in the use of tea as a beverage that machine-made teas will dispute for first place with China. This is, however, a very much more conservative view than many American dealers entertain.—American Grocer.

REDUCED COST OF PRODUCTION.

On an average a dozen cans of staple goods cost less to-day than the packer paid for the empty cans a generation ago; again, a dozen cans of goods during the past year at the lowest price cost scarcely more than half of what the same goods sold for five years ago. The staple goods, such as corn, tomatoes, peaches and peas, cost the housewife less in the hermetically sealed cans than the same quantity of the fresh product in the season.

The science of operating the canned goods business successfully lies therefore with the packer in obtaining the advantages that permit this competition. Years ago we pointed out that when a housewife can buy as much beans for 20 cents as she could get in cans for 50 cents cooked there was no possibility of such articles selling well in cans. Since then pea hullers and other machines have come largely into use, and as a result soaked peas have been virtually driven from the market by the low price of the greener article. With cans reduced to their present low price, with perfected machinery for almost every operation in the packing house and the costly element of labor dispensed with, with larger operations on a smaller capital, with cleaner methods and more precision, the canned goods pack of 1897 should start in free of many handicaps maintained in the past.—Baltimore Trade.

ARTICLES WANTED.

AS WE ARE ABOUT STARTING ROASTING coffee, we are in need of a roaster. Parties having one for sale will kindly advise Sutherland & Campbell, Winnipeg, giving price and capacity. (15)

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

DON'T BUY A refrigerator until you have seen the

EUREKA

It is built on scientific principles, and of best materials.

A catalogue will give you all details.

ADDRESS:
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.

DO NOT BE DECEIVED

By the misleading advertisements of the National Cash Register Co., of Dayton, Ohio, as they have no patent in Canada, and any person has a right to manufacture and sell the National Cash Register in Canada.

The HAMILTON BRASS MFG. CO., LTD., manufacture all kinds of Cash Registers as manufactured by the National Cash Register Co., and will guarantee protection to every purchaser and user of the Hamilton Cash Register.

When the National Cash Register Co.'s Agent is quoting prices to you, get a description in writing and the number of the Register he is quoting you prices on, then send the number of the Register with the description to the Hamilton Brass Mfg. Co., and they will supply you with the same Register in every respect, from $10 to $100 less than the price quoted you by the National Cash Register Co.'s Agent.

The following are a few of the facts why the Hamilton Brass Mfg. Co. can manufacture and sell the National Cash Register as made in Hamilton, Ont., and called the "HAMILTON" at a lower price than the National Cash Register Co.:

1st. There is no patent in Canada.

2nd. No royalty to pay.

3rd. No duty to pay.

4th. No office rents at Toronto, Montreal, and other places to pay.

5th. No high salaries to President, Vice-Pres. and Sec.-Treas. to pay.

6th. We are satisfied with a fair profit.

7th. We guarantee the very best material and workmanship.

8th. We are taking out every few days total-adding National Cash Registers and replacing them with the HAMILTON Cash Registers.

9th. We have only been manufacturing Cash Registers about one year, and have made and sold over 300 in that time.

10th. We are Canadian manufacturers, with Canadian capital and Canadian labor.

11th. The money paid for a HAMILTON Cash Register remains in Canada, and the Canadian merchants get the benefit of it.

12th. If you pay your money for a National Cash Register made in the United States, the money paid for it is sent to the United States, and the Canadians do not get one cent of it.

13th. The National Cash Register Co. guarantee their Registers for two years only, while the Hamilton Brass Mfg. Co., Ltd., guarantee theirs for five years.

The following is a description of the National Cash Register Co.'s number 13 and 14, and is a copy of their printed description of same.

No. 13. 20 Keys of any denomination desired. Detail-adder. Equipped with cast-iron, nickel-plated case only. Case same size as No. 2. Without glass top, without time-recorder, without customer counter, without the device for locking the keys when the drawer is open, without key-stops, without combination and flag indicators, without key-arrester, without name-plate. The arrangement of keys most frequently ordered and designated "standard" is the same as No. 1½.

No. 14. 25 Keys of any denominations desired. Detail-adder. Equipped with cast-iron, nickel-plated case only. Without glass top, without time-recorder, without customer counter, without the device for locking the keys when the drawer is open, without key-stops, without combination and flag indicators, without key-arrester, without name-plate. The arrangement of keys most frequently ordered and designated "standard" is the same as No. 2.

JAMES ST. N.
—HAMILTON
ONT.

Hamilton Cash Register Co.
Hamilton Brass Mfg. Co. Ltd.

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !
Skilfully Blended ! !
Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

OUR . .

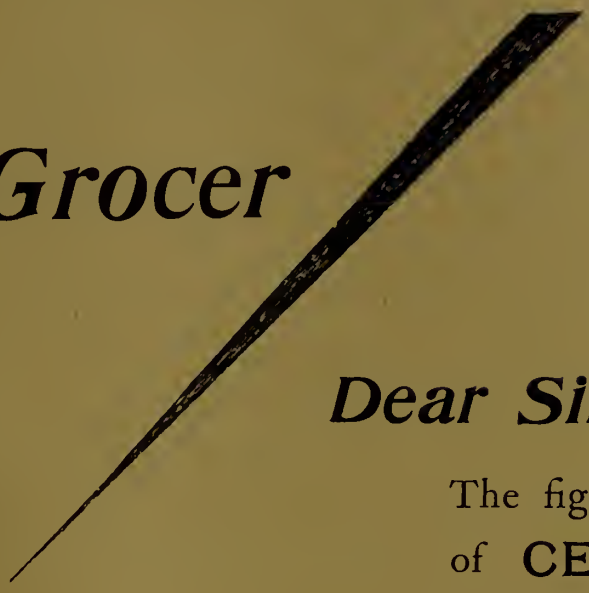
"VICTORIA" BRAND JAPAN TEA (Registered)

Is the best value ever offered on the market for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS Montreal

The Grocer

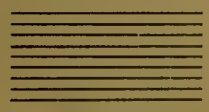


Dear Sir,

The figures of direct shipment of **CEYLON** TEAS from Colombo to North America from January 1st this year to February 2nd this year were **140,000** lbs., as against **44,000** lbs. last year for the same period. Increase nearly **300** per cent. This is for ports on the East Coast. For Vancouver and San Francisco there were shipped in addition to the above, **55,000** lbs.

This shows better than anything else the wonderful popularity ***CEYLON TEA*** is gaining in America.

Profit by the hint above given.



SUCCESS A MATTER OF WILL.

A PHYSICIAN of New York, in a letter on "Cultivation of the Faculties," said, in part:

Most people have accepted as a fact that when we make our advent into this world "the die is cast," as far as our hereditary endowment, capabilities and natural tendencies are concerned. They have accepted these ideas as final judgment, little dreaming to what extent everything may be modified by cultivation. The demonstrations of Rechard, of London, and others show that the action of the faculties may be increased or diminished by concentrated will and attention and thorough stimulation or depression of certain nerve centres. The experiments were at first confined principally to feeble-minded children and the aged, and the results were gratifying in the extreme. Since the facts have become more generally known all classes of persons have been experimented upon for the cultivation of special faculties and for general improvement. Our highest attainments are accomplished through voluntary control of the nervous system. The nerves are the natural conductors of nervous energy that is generated in the brain and distributed to every faculty and organ and is essential to all physical movements and to the discharge of their office in the human economy. It is the creative power of all effort, the power that makes the genius, that creates ideas, gives to the painter's hand its skill, and enables the sculptor to feel the emotions that live in the stone.

How foolish, then, for a man—and especially a young man—to voluntarily indulge in a diet or in pleasures which weaken the will. Every act in life has some influence upon the will, either to strengthen or weaken its action and power.

A man is strong or weak as he is master of himself. The late eminent Dr. Fothergill said: "It is downright hard, self-imposed work which makes the complete man. A boy can learn tasks, but to do that is not enough; when a man believes that knowledge is power, then he feels he can never have enough of it."

It is well to remember that every triumph of the will augments its power, and therefore many a man with minor endowments gets ahead of one whose natural gifts are stronger. The man or boy destined to success will show it all along the pathway in the manifestation of will-power. We may set two boys to dusting a shelf of goods or books. The one will do the work in a mechanical way; the other will seek to gain knowledge, and by the time he is through will know much about the goods he has dusted. Carrying the same principle through life will enable the seeker for knowledge to write "Success," where the other will be labeled "A Failure."

Horace Greeley said truly: "That is the darkest way in a man's career when he first thinks there is an easier way of getting a dollar than squarely earning it."—American Grocer.

A VINEGAR SPRING.

A Memphis newspaper is responsible for spreading broadcast information of the discovery of a wonderful vinegar spring by a man named Bennett, in Ohio county, Tenn.

The discovery was made six months ago, but Bennett, being a cute one, kept the matter a profound secret until he could get sufficient capital interested in order to make its development assured. He was successful in securing the aid of a multi-millionaire of London and the organization of a company is complete.

It is proposed by this company to make a garden spot of several thousand acres of the fine land that surrounds this spring, and plant the whole of it in cucumbers. The vines will be trained to run in trenches between the rows of hills, and when about half grown, by means of irrigation, the vinegar from this spring will be turned through the trenches and kept on the vines until the cucumbers are grown, when it will be turned off and the finest of the pickles will be gathered and barreled for shipment.

The company will then buy 5,000 head of hogs to eat the pickles refused for shipment and to wade in the vinegar marsh, so that at time of slaughter they will not only ship bacon, shoulders, hams, etc., but can fill all orders for pickled pigs' feet on short notice. They will sell vinegar only in five-barrel lots.

FAC SIMILE OF CASK LABEL.

PURNELL'S

PURE
PLAIN and SPICED

MALT VINEGARS

FOR PICKLING and TABLE USE.

Brewery, Bristol, England.

AGENTS

Montreal—J. M. KIRK, Imperial Buildings, St. James St.
Toronto—J. WESTREN & CO., 61 Colborne St.
Hamilton—W. H. GILLARD & CO., Wholesale Grocers.
Winnipeg—A. STRANG & CO., Portage Avenue.
Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

Allison Ranch Hydraulic Mining Co.

TREASURY STOCK $125,000

LIMITED LIABILITY

Authorized Capital, $250,000.
Divided into 50,000 Shares of $5.00 Each.

10,000 Shares are now offered to the public at Five Dollars per Share.

SMALL CAPITALIZATION MEANS LARGE DIVIDENDS.

PRESIDENT—LIEUT.-COL. T. O. TOWNLEY, Registrar of Titles, Vancouver, B.C.
VICE-PRESIDENT—JOHN B. LAIDLAW, ESQ., Canadian Manager Norwich Union Fire Insurance Society, Toronto, Ont.

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F. J. COULTHARD, ESQ., Manager Lowenberg, Harris & Co., New Westminster, B.C.
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CAPT. H. ROBSON JONES, Master Mariner, Vancouver, B.C.
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JOHN B. LAIDLAW, ESQ., Canadian Manager Norwich Union Fire Insurance Society, Toronto.
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ASSISTANT SECRETARY-TREASURER—W. H. HALL, ESQ., 56½ King Street East, Toronto.

BANKERS—Bank of Montreal. TRUSTEES—Trusts Corporation of Ontario. SOLICITORS—Roaf, Curry, Gunther & Green.
ENGINEER—Chas. H. Mitchell, Civil and Hydraulic Engineer, Engineer for Town of Niagara Falls.
HEAD OFFICES—New Westminster, B.C.

The Company's Claims Consist of 640 Acres of Auriferous (Gold-Bearing) Gravel.

This property has been personally tested and examined by Messrs. W. S. N. Wills, Mining Engineer, and R. C. Lowry, A.M.I.C.E., both of whom have reported very favorably. Following are brief extracts from their respective reports :—

"In conclusion, I would say that I consider this one of the best hydraulic propositions that I have seen in British Columbia.
"W. S. N. WILLS, M.E."

"The line of ditch is an easy one; no rock cutting will, most probably, be required, and very little fluming will be needed. I think the property an excellent one. "R. C. LOWRY, A.M.I.C.E."

Six shafts have been sunk, aggregating one hundred and ninety-seven feet. Illustrated prospectus, giving full information as to the Company's properties, and also interesting details of hydraulic mining, will be furnished on application to

W. H. HALL or C. R. TOWNLEY At the Company's Offices Telephone 2,609 **56½ King St. East, Toronto**

THIS ENGRAVING is from a photograph of a portion of the Allison Ranch Hydraulic Mining Company's benches of gravel, showing Miners at work on the bed of the Tulameen at low water by means of wing dams. This mode of mining is of course very primitive and expensive and the gravel must be very rich to make it pay, as after the wing dam is built in the river the gravel has to be shovelled into sluice boxes and washed through. The fact that this class of mining has been carried on for thirty-five years in the immediate vicinity of the Company's properties proves the existence of Gold in the gravel in paying quantities.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

HUNT BARNES, fish, oysters, etc., Montreal, has assigned, and a meeting of creditors will be held on the 6th inst.

J. Boyd, grocer, Brockville, has assigned to Sheriff Smart.

D. Landry, general merchant, Petit de Grat, has assigned.

P. J. Harrington, general merchant, Killaloe, has assigned to H. T. Grant.

George Murray, general merchant, St. Helen's, has assigned to W. Connell.

V. Beaulac, general merchant, St. David, has compromised at 60c. on the dollar.

Joseph Masson, general merchant, Danville, Que., has compromised at 60c. on the dollar.

James McGee, general merchant, Fredericton, N.B., is offering to compromise at 20c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Degagne & Pigeon, grocers, Montreal, have dissolved. M. Pigeon continues.

W. H. McLaren & Co., grocers, Hamilton, have admitted J. J. McQuarrie and W. Cunningham.

Ansley, Sons & Co., groceries, etc., Parry Sound, have dissolved. W. M. Ansley continues.

E. E. Taylor, teas, Nanaimo, has admitted Lewis Smith as partner, under the style of Taylor, Smith & Co.

Achille and Cephas Jean have formed a partnership to carry on business in Montreal as dealers in groceries and liquors, under the style of A. Jean & Frere.

SALES MADE AND PENDING.

The assets of Adam Torrance, general store, North Bay, are to be sold.

The stock of A. Literman, Yarmouth, N. S., has been sold to W. Y. Kennedy.

The assets of John O'Donnell, grocer, Quebec, are to be sold on the 14th inst.

The assets of J. B. G. Millette, general merchant, St. George de Windsor, are to be sold.

Globe Spice Mills, Montreal, have sold out to A. Brosseau, who continues under same style.

The estate of Geo. S. Johnston, general merchant, Ottawa, has been sold to his wife, Bertha Johnston.

Assets of J. R. Andrews, general merchant, Marbleton, are to be sold by auction on the 14th inst.

The stock of the estate of A. B. Shaw, Middle Musquodoboit, N.S., is advertised for sale by tender.

A sheriff's sale of the property of D. A. Bourgeois, general merchant, Fox Creek, N. B., is advertised.

The general stock of Herron & Evans, Deloraine, Man., has been sold at 67½c. on the dollar and the accounts at 20½c. on the dollar.

The assets of J. R. Andrews, general merchant, Marbleton, Que., are advertised for sale on the 14th inst.

The assets of J. A. Rheaume, general merchant, Ascot Corner, Que., are to be sold by auction on Saturday.

CHANGES.

J. M. Parker has opened a grocery store in Picton.

Lawson Smith, grocer, Halifax, is out of business.

J. O. Menard is opening a grocery store in Montreal.

Alex. Lajoie is opening a general store in Clairvaux, Que.

Fullerton & Green, grocers, Rossland, are out of business.

J. Munro, general merchant, Souris, has sold out to —Wallace.

A grocery store is being opened in Quebec by Joseph Bardelain.

Julia E. Tompkins, grocer, Brighton, has sold out to D. C. Bullock.

J. C. Grice, general store and butcher, Montreal, is opening a hotel.

S. D. Wellwood, general merchant, Pine River, is giving up business.

T. P. Bourgeois, general merchant, Louisburg, has sold out to M. M. Slattery.

J. B. Labelle is beginning business in Ste. Cunegonde, Que., as dealer in groceries and liquors.

Richard & Co., wholesale and retail liquors, are closing out their branch at Calgary.

W. Graydon, general merchant, Mono Road Station and Grand Valley, has been succeeded in Grand Valley by Kerr & Co.

C. Drennan, dry goods and groceries, Campbellford, has sold out to Wims & Co.

R. D. Baker & Co., tobacco and men's furnishings, Kingston, has sold out tobacco branch to R. J. Lyonse.

W. B. Sweet, general merchant, Inkerman, is removing to Cardinal, where he will conduct a boot and shoe store.

A grocery store has been started by M. Champaigne, Joliette, Que. J. T. Rowan, a grocer of the same place, has sold out.

A grocery store has been opened in Kingston by James McCulla. W. Stranger, a grocer of the same place, has sold out.

FIRES.

The grain warehouse of M. Robson, Ayr, has been burned.

The stock of J. J. Kerr, general merchant, Deseronto, has been damaged by water.

DEATHS.

W. Brown, general merchant, Marshville, is dead.

Thomas Doherty, wholesale teas, Montreal, is dead.

PRICES OF CANADIAN COTTONS.

One line, that of "A" shirtings, has dropped in price about 8 per cent., but otherwise there is no change for the present in the list. Purchases from the mills have been made for fall on the understanding that there will be no drop, and it is claimed that Canadian cottons will go no lower, while the States prices will stiffen under the new tariff. Cotton buyers say they do not expect lower duties even. One man, a friend of the present Ministers, assured The Review that the cotton tariff would stand. When asked how the supporters of the Government who anticipated lower duties would like this, he retorted that the Dingley tariff had changed the situation entirely.—Dry Goods Review.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

GALOPS CANAL

NOTICE TO CONTRACTORS.

SEALED TENDERS ADDRESSED TO THE UNdersigned, and endorsed "Tender for the Cardinal Section of the Galops Canal," will he received at this office until 16 o'clock on Saturday the 17th day of April, 1897 for the works connected with the enlargement of the Galops Canal.

Plans and specifications of the work can he seen on and after the 31st day of March, 1897, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Engineer's office at Cornwall. Printed forms of tender can also he obtained at the places mentioned.

In the case of firms there must be attached to the tender the actual signatures of the full name, the nature of the occupation and residence of each member of the same, and further, an accepted bank cheque for the sum of $150,000 must accompany the tender. This accepted bank cheque must he endorsed over to the Minister of Railways and Canals, and will he forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted bank cheque thus sent in will he returned to the respectives parties whose tenders are not accepted.

The Department does not hind itself to accept the lowest or any tender.

Contractors are specially notified that the condition requiring the works to he wholly completed hy the 31st day of January, A.D. 1899, will he rigidly enforced and all penalties for delay exacted.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 20th March, 1897.

Newspapers inserting this advertisement without authority from the Department will not he paid for it.

(15)

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

COARSE
BUTTER
TABLE
SALT
ROCK
CHEESE
PACKER'S
VERRET, STEWART & CO. - MONTREAL, Que.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**
A Perfect blend of the finest
INDIA and CEYLON TEAS
For which we are sole agents in America.
It will please your customers.
J. F. RAMSAY & CO.
Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

PUREST AND BEST

Windsor Salt
ALWAYS GIVES SATISFACTION
and costs no more than inferior brands of salt.

For Sale by all Wholesale Grocers.

WINDSOR SALT CO. Ltd., Windsor, Ont.

BUSINESS CHANCE.

A FINE BUSINESS OPENING FOR PARTY with cash; a first-class, well-paying general store business in a prosperous town in one of the best districts of Manitoba is offered for sale by party wishing to leave the country; turnover about $25,000; good profits; stock about $9,000. For particulars apply to John Macdonald & Co., Toronto. (15)

"NEVER TURN A WHEEL" WITHOUT IT

CAN'T YOU SELL?

PEERLESS

MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.

Samuel Rogers, President. Sole proprietors, Toronto, Ont.

30 Front Street East.

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

HELLO!!! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

NOT HOW CHEAP

But How Good

SOUTHWELL'S NEW SEASON'S MARMALADE

IS

A LEADER FOR QUALITY

CURRENT MARKET QUOTATIONS

Toronto, April 8, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes..... per lb.	16
30 lb. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz. in case.....	1 25
0 cent can.....	0 90
Ocean Wave—	
No 10 (5 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz'), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1	25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases $0	75
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases.....	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
⅛ No. 4	$4 00
⅛ No. 6	4 50
⅛ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " "	4 50
No. 5 " " "	7 20
No. 10 " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

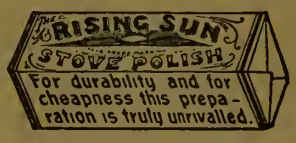
	per doz
New York Dressing, 1 doz. cases.....	0 75
panish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BLACK LEAD.

Reckitt's Black Lead, per box..... $1 15

Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.

Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr. 7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams" Bird Seed	0 07
Warblers Bird Seed	0 06¼
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05½
German X Bird Seed.....	0 05
German Bird Seed	0 04½
London Bird Seed, bulk 25 lb. cases..	0 05
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 18 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed.....	0 06
Maple Leaf Bird Seed.....	0 05

CORN BROOMS

CHAS. BOECKH & SONS.

	per doz. net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

The Question is

Are you satisfied with the quality of the Starch you are selling? Are your customers satisfied with the quality of the Starch they are buying? If not, perhaps a trial of our goods would create a better feeling on both sides of the counter.

No woman will use poor Starch in preference to good Starch. That's the reason why a trial always leads to constant use of

EDWARDSBURG STARCH CO. Cardinal, Ont.

Edwardsburg Starch

BLUE.

KEEN'S OXFORD.	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 40	1 70
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3s	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 72½	0 75
Lobster, talls	2 30	2 52
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 50
" " Horseshoe	....	1 50
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ½'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French bigh grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " ¼s	0 10½	0 11
" " " " ⅛s	0 18½	0 19
ardines, other brands 9¾ 11	0 16	0 17
P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kippered Herring, 1-lb.	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " 14 "	7 75	8 25
" " " "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1½ lb.	7 00	7 20
" " 2 lb.	8 50	8 80
" " 2½ lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Cbipped Beef, ½ lb.	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb.	70	75
Potted Meats, Tongue or Ham ½ lb.	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb.	70	75
Potted Deviled Ham or Tongue, ½ lb.	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish.

	per doz.
Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (Englisb or French wrappers) 115 1c pieces	0 75
Flirtation Gum (Englisb or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

EPPS'S.	per lb.
Cocoa—	
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

	per lb
Cbocolate—	
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs.	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb.	$ 0 34	$ 0 36
Triple Vanilla—		
White " "	0 73	0 83
Unsweetened—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. boxes	0 19	0 20

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH

SEEDS for 1897

Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. St. James Street **Montreal**

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Belleville, Ont.
Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

To Oblige

SMALL GROCERS

SILVER DUST

WASHING POWDER

Is put up in half-cases

If . . .

Your wholesaler is out of it write us. We can put you on the right track to make money selling washing powders.

SILVER DUST MANUFACTURING CO.
Hamilton

Every up-to-date Grocer should keep

COWAN'S

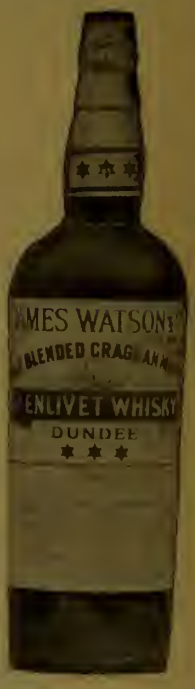
HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

Send your orders to

THE COWAN CO., Ltd.
470 King St. East, Toronto

ASK FOR

MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.
(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	per d o
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate.	0 21 0 43
Mott's Sweet Chocolate Liquors.	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.
Terms, 3 p.c., off 30 days.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb.	....	....
Improved Shredded, "	....	....
Beaver "	....	....
Macaroon "	....	....
Desiccated "	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.		per lb
Mocha	0 27½	0 30
Old Government Java	0 30	0 33
Rio	0 13	0 16
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 18	0 22
Maracaibo	0 18	0 20

JAMES TURNER & CO.

Mecca	....	0 34
Damascus	....	0 30
Cairo	....	0 25

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Laguaya "	....	0 27
Mocha and Java	0 32	0 35
Old Government Java	0 30	0 32 0 36
Arabian Mocha	0 32	0 34
Maracaibo	0 28	0 28
Santos	0 22	0 26
Crushed East India	....	0 20

EXTRACTS.

	per doz.
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

Royal Satin Cream Chocolates . . . .

The most delicious confection on the market. No waste. Easily handled. Pays big profit. Packed 12 beautiful boxes in a case. Travellers have samples. See them. We are the only makers.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef	No. 1, 2 oz. tins	$ 3 00
	No. 2, 4 oz. tins	5 00
	No. 3, 8 oz. tins	8 75
	No. 4, 1 lb. tins	14 25
	No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles		3 00
4 oz. "		6 00
8 oz. "		9 00
16 oz. "		12 75
Fluid Beef Cordial—20 oz. bottles		15 00
Milk Granules, in cases, 4 doz		6 00
Milk Granules with Cereals, in cases, 4 doz		5 0

FRUITS.

	FOREION.	per lb.
Currants—Provincials, bbls	0 04⅝	0 04¾
" ½ bbls	0 04⅞	0 04¾
" Filiatras, bbls	0 04¾	0 04⅞
" ½ bbls	0 04¾	0 04⅞
" Patras, bbls	0 05¼	0. 05½
" ½ bbls	0 05¼	0 05½
" cases	....	0 05½
" Vostizzas, cases	0 06	0 08
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 05¼	0 06
Figs—Eleme, 10 oz	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 14
" taps	0 03	0 04
" natural, boxes	0 05	0 06
" ditto, bags	....	0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia, off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07¼	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07¼	0 08¼
" Malaga		per box.
" London Layers	1 60	1 80
" Dehesa Clusters	3 50	4 00
" Imp. Russian Clusters	5 00	5 50

	DOMESTIC.	
Apples, dried, per lb	0 02	0 03½
" evaporated	0 03	0 05

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	....	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYOIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY OELATINE.
Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX'S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	2 15
40 dy	2 20
30 dy	2 25
20 16 and 12 dy	2 30
10 dy	2 35
8 and 9 dy	2 40
6 and 7 dy	2 55
5 dy	2 75
4 dy A P	2 75
3 dy A P	3 15
4 dy C P	2 55
3 dy C P	3 75

HORSE NAILS—
Canadian, dis. 50 per cent.

HORSE SHOES—
From Toronto, per keg 3 60

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. c. dis.
Round-head iron, 75, 10 and 10 p. c. dis.
Flat-head brass, 77½, 10 and 10 p. c. dis.
Round-head brass, 72½, 10 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]
1st break (25 in. and under) 1 35

ROPE—Manilla	0 08	0 08½
Sisal	0 06⅜	0 06⅞
AXES—Per box	25	9 00

SHOT—Canadian, dis. 17½ per cent.

HINGES—Heavy T and strap	0 03¾	0 04¾
Screw, hook and strap	2 50	3 60

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—
Selected packages, per gal. 0 44
2c. extra outside points.

LINSEED OIL—Raw, per gal	0 43	0 44
Boiled, "	0 46	0 47

2c. extra outside points.
GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.
Frank Magor & Co., Agents.

range Marmalade	....	1 50
Clear Jelly Marmalade	....	1 80
Strawberry W. F. Jam	....	2 00
Raspberry " "	....	2 00
Apricot " "	....	1 75
Black Currant "	....	1 85
Other Jams " "	1 55	1 90
Red Currant Jelly	....	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—Old Irish	7 50	8 00
Banagher	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac—I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—Ports	2 10	6 50
Wisdom & Warter—Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch	....	4 40
Special old Scotch	....	5 00

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—D. S. F., 1 lb. tins	per lb. $0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD
Crown Brand—(Robert Greig & Co.)

per gross.		per gross.
Pony size	$ 7 50	Beer Mug 16 20
Small Med.	7 50	Tumbler 11 50
Medium	10 80	Cream Jug 21 00
Large	12 00	Sugar Bowl 22 00
Spoon	18 00	Caddy 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " "	1 20
1 lb. jars, per doz	2 40
4 lb. "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

	per lb.	per lb
Rice—Standard "B"	0 03¼	0 03¾
Patna	.....	0 04¾
Japan	.....	0 05
Imperial Seeta	.....	0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—W. T. Benson & Co 's Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINGSFORD'S OSWEGO STARCH

SILVER GLOSS	40-lb. boxes, 1 lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08
		0 08½
PURE—16-lb. boxes		0 07
CORN STARCH. OSWEGO	40-lb. boxes, 1-lb. packages	0 07½

There are reasons for it.

FOR WHAT ?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS ?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

Our sales for the month of March considerably more than doubled the sales of the corresponding month of last year.

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO STARCH } 38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS } Silver Gloss	0 07½
Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs.....	0 04¾
Kegs, 100 lbs.....	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case.....	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, siogle barrels....	0 04 7-16
Redpath and St. Lawrence, 5-barrels.....	0 04⅜
Acadia, single barrels....	0 04⅜
" 5 "	0 04 5-16
Paris Lump. bbls. and 100-lb. boxes	0 05⅜ 0 05½
" in 50 lb. boxes....	0 05½ 0 05⅝
Extra Ground, bbls. Icing....	0 05⅝ 0 05½
Powdered, bbls	0 05 0 05¼
Very bright refined	0 03¾ 0 04⅛
Bright Yellow.....	0 00 0 03⅝
Dark Yellow	0 00 0 03⅝
Demerara.....	0 03⅞ 0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	....	1 00
" 3 gal. pails.....	1 35	1 40

MOLASSES.

Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

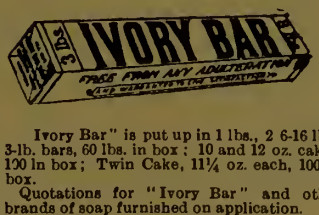
SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot.....	4 20
Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.....		0 35
" " 60 ½-lbs.....	....	0 35
" " 30 1-lbs.....		
" " 120 ½-lbs.....		0 36

BLACK.

Congou—	per lb.	per lb.
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35

CHINA OREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

Young Hyson— PINO SUEYS.

Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

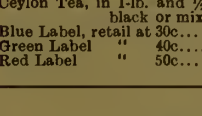
LIPTON S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices,

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21



Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Pails, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet		1 60
" XX		1 40
" X		1 25
" Special Globe..		1 50
Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger.....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross.....$	2 00
" 10 "	1 10
" 2 Tiger, ...	5 00
" 4 "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

For .....

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off The hoops expand and contract with the wood BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

"Bovril Limited"
OF LONDON, ENG.,

Having purchased the business of The Johnston Fluid Beef Co., of Montreal, are now in a position to offer all their products on the Canadian market. . . .

Head Offices in Canada: 27 ST. PETER ST., MONTREAL

Correspondence Solicited

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer $3.00

Send for Samples.

THE DRY GOODS REVIEW
TORONTO .... MONTREAL

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES
on this Continent.

Trade-Mark.

No Chemicals are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

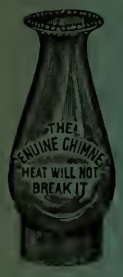
ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,

Victoria, B.C., Owners.

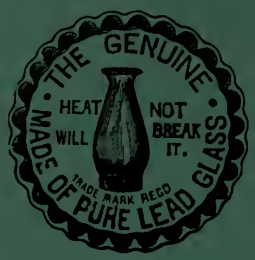
AGENTS—Geo. Stanway, Toronto, Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

THE "GENUINE"



Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

GOWANS, KENT & CO., - TORONTO

The Standard of Excellence

Is an enviable record for any product to attain, and as applied to Gelatines is synonymous with

KNOX'S

GELATINE

The Only Pure Gelatine Made.

It received the highest medal at the World's Fair for strength, purity and good flavor. My reputation and my capital stand back of my Gelatine, and I authorize grocers to guarantee satisfaction or money back.

MAKES 2 QUARTS JELLY

Write for Liberal Offers.

Agents

A. E. Richards & Co. - Hamilton
William H. Dunn - - - Montreal
Beattie & Elliot - - - - Quebec
C. & E. MacMichael - - St. John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.

C. B. KNOX,

JOHNSTOWN, N.Y.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES: **McKinnon Building**
Cor. Jordan and Melinda Sts.
THOS. O. IRVING, Superintendent.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

"BUILD TO-DAY THEN, STRONG AND SURE. WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, APRIL 16, 1897. No. 16

SELL ONLY THE BEST!

In Competition with the World we have received the

HIGHEST AWARDS MADE.

These ...substantiate ...our claim that

COLMAN'S MUSTARD

IS THE BEST IN THE WORLD.

Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Toronto and Montreal
W. S. CLAWSON & CO., St. John, N.B.
SPRATT & MACAULEY, Victoria, B.C.

Manufacturers' Agents.

Or Address . . . .

Armour Packing Co., Kansas City, U.S.A.

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . **EIGHT PRIZE MEDALS**

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Grand Mogul Tea

Is holding on its way, a good seller and profit maker for all who handle it. Our special advertising will boom the sale the next few months. No other Package Tea is equal value.

Write us for particulars or ask our travelers.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

Standard Goods THE Best to Handle

FOR PURITY

This brand is always reliable.

BI-CARBONATE OF SODA
TRADE

MARK.
THE UNITED ALKALI CO.

FOR STRENGTH

Highest test $98\frac{50}{100}$ pure.

"NEW PROCESS" SODA, FINEST ON THE MARKET.

If you have not used these Soup Squares

THE MOST ECONOMIC, CONVENIENT, & PORTABLE FORM OF SOUP

LAZENBY'S SOUP SQUARES

(MULLIGATAWNY, GRAVY, JULIENNE, ETC.)

FOR MAKING FRESH SOUP OR IMPROVING HOME MADE STOCK. EACH SQUARE WILL PRODUCE

1½ PINTS OF STRONG NUTRITIOUS SOUP

Prepared by
E. LAZENBY & SON, Ltd 18, Trinity St. LONDON, S.E.

Try Them. They are the best Manufactured

RETURNED Canadian Journal of Medicine Sept. 28/97

Genuine Macaroni

Is branded with this name.

P. CODOU

IT IS THE FINEST QUALITY MANUFACTURED.

AGENTS FOR THE DOMINION

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR**, indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to **100** per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

CRESCENT BRAND

BM&Co.

TRADE MARK.

BRUNNER, MOND & CO., Ltd,

NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

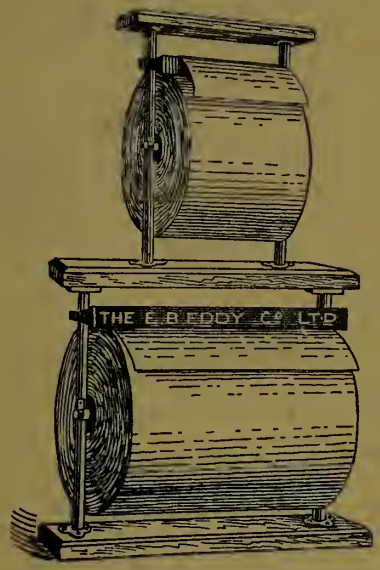
as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

ECONOMY

demands that all stores be equipped with

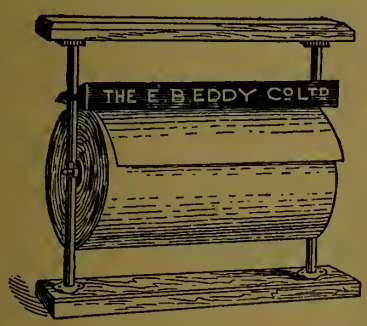
...Roll Paper Cutters



GOOD SENSE

demands that they be the

EDDY CUTTER



Their handsome appearance and simplicity of design make them the most desirable Cutter on the market.

The E. B. EDDY CO. Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

OUR Standard Blacks.

TEAS that demand the earnest consideration of discriminating buyers. Rich, creamy, invigorating beverages. Consumers delighted; your trade enlarged; your profits increased.

NO CHANCE VALUES HERE: Every tea forming a part of these blends carefully tested and selected, with a view to securing the most pleasing and stimulating liquors possible.

Uniform, Satisfying. Sought after by those who appreciate "THE BEST" in Teas.

Five Brands...

THE 400 SELECT MORNING LUXURY

GLOBE

IMPERIAL RUSSIAN

W. H. Gillard & Co. Wholesalers Only. Hamilton

JOHN MOUAT, Northwest Rep., WINNIPEG.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly). MONTREAL AND TORONTO, APRIL 16, 1897 ($2.00 per Year) No. 16

HOW REFINED SUGAR IS PRODUCED.

RAW sugar contains impurities, which are evident in its color, odor and taste, and the process of refining it is not a simple one. Sugar is grown the world over, and each particular region packs its product in a distinctively native fashion. From Java it comes in baskets, from Cuba in coarse brown bags, Jamaica ships it in bulky hogsheads, and from other sections the raw product comes in matting, barrels and coarse canvas. Typical American sugar refineries are practically great encampments. They are to be found in all the big cities along the sea coasts. They generally embrace three to seven enormous buildings, in which several thousands of workmen are employed. The long wharves are heaped with mounds of raw sugar, which lines of busy workmen bear into the warehouses. The method of refining sugar, or rendering the raw product pure and fit for consumption, embraces more than a dozen processes, each of which requires special machinery.

To separate the gross impurities from the raw product various ingredients, such as sand and coloring matters, are removed from the sugar solution by means of the filter and charcoal, and then the sugar itself is separated by crystallization and machinery from the rest of the impurities which remain in the solution.

First the yellow substance is inspected by clever chemists, who weigh and test it. Then it is dumped into vats on the ground floor and set to boiling.

The saccharine solution next receives a shock, for great pumps seize upon it without warning and send the liquid roaring up for 150 feet to the topmost floor of the building, where other vats receive it. These have networks of steam coils in their bottoms, which furnish the heat to boil the impure liquid to a higher pitch.

In these vats, which are about a dozen in number, the boiling lasts for a quarter of an hour, and here the solution is prepared for the first filtering process, which is to remove the grosser impurities.

Troughs shoot the liquid down to the floor below, where it is caught in the "bag" filters, which are long, pipe-like sacks. They hang from iron troughs, and the liquid, in passing through the material of which they are woven, is deprived of what are termed "mechanical" impurities, which would be apt to leave a sediment.

The vacuum pans, meanwhile, have discharged their crystallized contents into great coolers. There still remains some moisture in the mass of sugar, and it is necesssary to remove it. The process of its removal is considered one of the most interesting in the sugar house. Sugar is led from the coolers above into the immense centrifugals, hollow cylinders which taper toward the bottom. Laborers employed in the sugar refineries are driven by the moist sweetness pervading the atmosphere to be great lovers of bitter things. They are inordinate consumers of beer, with which their employers often provide them.

The bag filters, which hang through this floor, drain their contents into troughs on the floor beneath them. Then the troughs distribute the liquid to storage tanks on the next floor.

Although the so-called "mechanical" impurities are now removed, there remain many insidious ingredients of which it is very difficult to free the liquid. The substance which chemists find most efficacious for the purpose is termed "boneblack." As its name implies, boneblack is manufactured from burned bones. The bones are first thoroughly boiled, in order to extract the fatty substance from them. They are then burned to free them of ammonia, and finally ground. Many tons of boneblack are necessary to the process, but the substance once used is readily cleansed, when it is in condition to perform its office of clarification over again.

On each floor samples are taken of the liquid in its different stages and carefully tested, in order to note its improved condition. These samples are preserved in cases. The receptacles for boneblack are immense airtight pans, each of which holds about 50,000 pounds of the substance. These pans are closed, and the stream of liquid sugar is run into them. The mass penetrates the filter—so slowly, indeed, that a flow of water is used to force the sugar out.

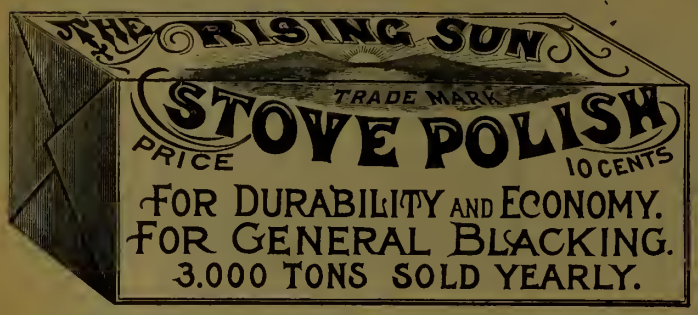
Now there empties into the troughs on the floor below a different liquid—a transparent stream of pristine whiteness, lovely to behold. It is diverted into vats, where it is thoroughly boiled until it is considered ready for the vacuum pans. In a row, resembling mighty columns bent at right angles, are ranged the tremendous vacuum pans, of eighty tons capacity, with their extraordinary condensers. In these great caldrons a tremendous boiling takes place. By means of this frightful boiling and seething, crystallization is ultimately obtained. The liquid is crystallized by excluding the vapor from it, as the boiling point is lower in a vacuum.

A river of water is required to supply the twin condensers of these pans, where the excluded vapors are taken care of. Gigantic pumps are at work continuously, keeping millions of gallons in motion for this purpose. From the sluiceway the water rushes over the condensers, penetrates them and returns to its source.

On each floor, meanwhile, move the shadowy figures of men who watch over this stream of sweetness as it undergoes its various changes. Grim forms, vague, indefinite, they flit to and fro, ever on the alert, peering and watching in the gloom. Between the great vats you see them roam in dismal passageways. They steal along movable scaffolds, stirring with long staves the sugar as it seethes and boils in the vast caldrons below them. The tanks radiate a simmering heat.

The machines are set in motion and the cylinders revolve at lightning speed. This

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

FOR SALE BY ALL WHOLESALE GROCERS, ALSO THE M'CLARY MFG. CO., LONDON AND TORONTO.

mode of violent spinning drives the damp sugar to the sides of the receptacles, which are perforated so that the moisture may escape, while it is impossible for the sugar to do so. When the spinning centrifugals stop the crystalized mass is found caked to their sides, whence it is dislodged by means of wooden paddles. It then drops downward into bins, extending for two floors.

Again the mass is swiftly seized and lifted to the height of four storeys, where it is subjected to a process of sifting. Down five storeys the snowy flood now softly falls. In its descent it is received by swiftly humming rollers, which greedily crush all lumps. The sandy yellow substance which first entered the refinery to be transformed into a scum-covered, boiling liquid, is now a mass of soft, bluish-white sugar, and falls into the bins which await it a finished product, save for the process of granulation and other special forms which trade demands.

The granulators are hollow cylinders, thirty-five feet long and eight feet in diameter. Through these the sugar must pass when it is subjected to the process of granulation. At one end of the machines fans draw heated air from above the hollow drums, which revolve slowly. Round and round whirl the snowy flakes, and passing through the currents of hot air the crystals are transformed into granules as they pass from one end of the cylinder to the other. In another big building loaf sugar is made by compressing the granulated substance into the required form. Thus millions of tons of sugar are melted and refined by intricate mechanism and chemical knowledge. Some of the great refineries produce millions of pounds of sugar daily.

In order that the barrels may hold the greatest possible amount of sugar, they are placed upon stands which jolt them up and down, here and there, with eccentric motions. Hundreds of barrels bob this way and that, while they receive at the same time the floods of sugar through big conduits above them.

An ordinary refinery may thus melt and pack 10,000 barrels of sugar per day.

When the sugar has been "danced" into the barrels into a mass sufficiently dense, the barrels are headed up, and elevators hoist them. They are rolled into warehouses, where they remain until they must roll out into the light of day again to fill the never-ending demand of the universe.—American Grocer.

DUTY ON CONSIGNED GOODS.

The Washington correspondent of The N.Y. Journal of Commerce writes: "It has not yet been decided whether the administrative tariff shall be attached to the bill in the Senate or not. The Senators may yield to the clamor for haste to the extent of reporting the bill fixing rates without the administrative sections. This will leave them free to take up the adminstrative problem later in the present session, or at the next session. There is little doubt that the Board of General Appraisers will be reorganized when this is done. A proposition which has been somewhat discusssed in committee is the levy of a discriminating duty upon consigned goods, with the object of stamping out consignment. There are members of the committee who would like to see this done, but they have been advised by the experts that it would not accomplish any substantial results. The duty would stamp out consignments absolutely if it could be enforced. The difficulty would be to prove in any given case that goods were consigned instead of purchased. This difficulty would be so insuperable that it is believed the practice of consignment could never be broken up. Fictitious sales to consignees, with the proper documents, would make it impossible for the Government to prove that there was not a real sale, and even if a case were on the verge of proof now and then, the sale could be converted into a bona fida one by actual payment. It is believed by experts that cases are already occurring under existing law where consigned goods are declared to be purchased goods, in order to escape the prohibition of section 7 of the Act of June 10, 1890, that 'No such addition shall be made upon entry to the invoice value of any imported merchandise obtained otherwise than by actual purchase.' If deception is already practised for the trifling benefits obtained under existing law, it is believed that it would become much more common where a discriminating duty might be evaded."

THE ORIGIN OF LENT.

The origin of Lent is obscured in the traditions of antiquity. The forty days' season has come down to us by evolution. Not until the eighth century do we find any definite time set aside for fasting. Probably the season had its origin between the years 350 and 450, at the time of the supremacy of the Goths and Teutons and the exodus of the Christians into Saxony. The word Lent is of Anglo-Saxon derivation, and means springtime. March was the beginning of the new year. It was so when this Second Church was founded. At first the season was thirty-six days; then four were added, to stand for the forty days' fasting of Christ in the wilderness, and the church tried to give the season a purely Christian significance.

EGGS FOR ENGLAND.

A press despatch from London, Ont., says: Thos. Scott, representing Thomas Robinson & Co., of West Hartlepool, Eng., the egg importers, is in this city, where the firm have established their Canadian headquarters. Mr. Scott says that Canadian eggs are fast displacing those of other countries in the British market, and that his firm have decided to buy them exclusively. Within the last two weeks he has purchased ten thousand dozen in this neighborhood. Mr. Scott says the outlook for Canadian produce in England is very bright, and that the cold storage system will greatly facilitate exports.

Quality Wins . . .

THE SUCCESS OF **CIRCLE TEA** IS ASSURED

Repeat orders are coming in and everybody is pleased. Correspond with us. Send for samples. Call when in City. . .

LUCAS, STEELE & BRISTOL - - HAMILTON

Hyson Teas

ARE ADVANCING and being rapidly picked up. We have a large and well assorted stock which we offer for a short time at low figures, also some Japan Siftings, loose and in packages.

JAMES TURNER & CO. - - HAMILTON, ONT.

TEA IMPORTERS

There are others!

But compare them with

"REINDEER" BRAND

CONDENSED MILK, CONDENSED COFFEES, EVAPORATED CREAM

These goods are asked for!

Snaps — IN — Prunes

This is the Season for Dried Fruits.

Sphinx Brand U Prunes, 1895—Good
" " U " 1896 } Very fine
" " C " 1896 }
California 25-lb. Boxes 40 to 50—Extra fine
" " " 50 to 60 "
" " " 60 to 70 "

THOS. KINNEAR & CO. 49 FRONT STREET EAST Wholesale Grocers **TORONTO**

BOOKS AND SUCCESS.

"WHEN a boy," said Horace Greeley, "I would go reading to the wood pile; reading to the garden; reading to the neighbors. My father was poor and needed my services through the day, but it was a mighty struggle for him to get me to bed at night. I would take a pine knot, put it on the backlog, pile my books around me and lie down and read all through the long winter evenings; silent, motionless and dead to all the world around me, alive only to the world to which I was transported by my book."

How many a boy could tell a similar story! How many a man in prosperity has found one of his greatest pleasures in books; and to how many more have they proved a solace in poverty and pain, a refuge from care, a pleasant substitute for gloomy thoughts!

Perhaps no other thing has such power to lift the poor out of his poverty, the wretched out of his misery, to make the burden-bearer forget his burden, the sick his suffering, the sorrower his grief, the downtrodden his degradation, as books. They are friends to the lonely, companions to the deserted, joy to the joyless, hope to the hopeless, good cheer to the disheartened, a helper to the helpless. They bring light into darkness, and sunshine into shadow.

We may be poor, socially ostracised, shut out from all personal association with the great and the good, and yet be in the best society in the world, in books. We may live in palaces, converse with princes, be familiar with royalty, and associate with the greatest and noblest of all time.

A book that starts a young person in a life career is a great power. The inspiration of a single book has made preachers, poets, philosophers, authors and statesmen. On the other hand, the demoralization of a single book has sometimes made infidels, profligates and criminals. Ossian's poems had a marked effect on Napoleon's life, and he was never weary of sounding the praises of Homer; but his reading was very extensive, including histories of all times and all countries, mathematics, Virgil, Tasso, books on theology and legislation.

Cotton Mather's "Essay to do Good" read by the boy Franklin influenced his whole life. He advised everybody to read with pen in hand and to make notes of all they read.

Emerson's book on nature affected Tyndall's whole career.

Beecher said that Ruskin's works taught him the secret of seeing, and that no man could ever again be quite the same man or look at the world in the same way after reading him. Samuel Drew said, "Locke's 'Essay on Understanding' awakened me from stupor, and induced me to form a resolution to abandon the grovelling views I had been accustomed to maintain." An English tanner, whose leather gained a great reputation, said he should not have made it so good if he had not read Carlyle. The lives of Washington and Henry Clay, which Lincoln borrowed from neighbors in the wilderness, and devoured by the light of the cabin fire, inspired his life. In his early manhood he read Paine's "Age of Reason" and Volney's "Ruins," which so influenced his mind that he wrote an essay to prove the unreliability of the Bible. These two books nearly unbalanced his moral character. But, fortunately, the books which fell into his hands in after years corrected this evil influence. The trend of many a life for good or ill, for success or failure, has been determined by a single book. The books which we read in early life are those which influence us most. When Garfield was working for a neighbor he read "Sinbad the Sailor" and the "Pirate's Own Book." These books revealed a new world to him, and his mother with difficulty kept him from going to sea. He was fascinated with the sea life which these books pictured to his young imagination. The "Voyages of Captain Cook" led William Carey to go on a mission to the heathen. "The Imitation of Christ" and Taylor's "Holy Living and Dying" determined the character of John Wesley. "Shakespeare and the Bible," said John Sharp, "made me Archbishop of York." The "Vicar of Wakefield" awakened the poetical genius in Goethe.

As soon as a peasant passes from a simple life of labor to an easy life, or to the ownership of landed property, he grows unbearable. He forms a class which is half virtuous, half vicious, half educated and half ignorant, which will always be the despair of Governments — "Architects of Fate."

CURE FOR BALKY GROCERY HORSES.

As told in a New York letter, a driver of a truck was in great distress in front of The Judge building, in New York, one day last week, because his horse balked crosswise of the street and caused not only a loss of his time, but also blocked traffic. All the usual devices to get the stubborn animal to move were unavailing, and a crowd had gathered of considerable size to watch proceedings. W. J. Arkell, proprietor of Judge, was attracted to the scene, and, as The Tribune relates it, he said to his brother Bartlett, who sat in his office: "I will bet $100 to 10c. that I can go out and start that horse in two minutes." Bartlett immediately took the bet, and the money was placed in the hands of the private secretary.

W. J. Merrill and the two Arkells started for the street. W. J. Arkell picked up two handfuls of sand and asked the driver to hold the horse's head still. Then he packed each of the horse's nostrils full of sand, and almost instantly the horse began to sneeze and start with a rush, to the great delight of the driver, amid the shouts of the bystanders. Mr. Arkell, the winner, says he doesn't read The London Lancet for nothing.

We cut prices this week on . .

Fancy { *Evaporated Apricots* / *Evaporated Peaches*

in order to reduce our stock of these fruits. Send along your orders early before these lines are sold out. . . .

THE DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS — *TORONTO*

TELEPHONES 399 AND 1399.

We Convince---Not Persuade

Our purpose is to convince and not to persuade you, that "Gold Dust" Corn Meal will sell as readily as any foreign-made Corn Meal you ever handled. Persuasion may get buyers but quality keeps them.

It convinces—it counts—every way. It **KEEPS** buyers. It keeps increasing profits. "Gold Dust" is absolutely free from black specks when it leaves our mills. Pure gold can be no yellower. It is very evenly cut. No corn meal that sells on its merits alone can make more money for you than can "Gold Dust." It is being liberally advertised. This helps **YOU,** of course.

"Gold Dust" Corn Meal

THE TILLSON COMPANY LTD.
TILSONBURG, ONT.

From Manufacturer to Retailer—Direct.

Ret. April 28/98.

PURE GOLD M'F'G.CO. 31&33 FRONT ST. EAST. TORONTO.

The Neatest Package
The Finest Flavored

POWDERED JELLY in the market

Goes out by our travellers this week.

FLAVORS--

Lemon
Orange
Grape Fruit
Pineapple
Raspberry
Strawberry

Boxes contain 3 dozen 1 pint packages. We guarantee them unequalled. Order at once by mail or traveller.

A MONTREAL POETESS.

ELVIRA FLOYD FROEMCKE, the authoress of the following poems, is a Southern woman, the daughter of the late Edwin Floyd, who during the forties was one of the editors of The New Orleans True Delta. She is the sister of Col. Robert Mitchell Floyd. "Although," says The N.E. Grocer, "Mrs. Froemcke has drifted far away from the land of the orange flower (living now in Montreal, Canada), she still holds loving memories of its beauties and her happy childhood's days in St. Tammany parish. She tells charmingly many stories of Southern life."

THE YANKEE CIDER PEDDLER.

When Autumn wore her russet gown,
With gold and crimson border,
When singin' schools were in each town
And huskin' bees in order,
Pears grew ripe, the plums turned blue,
Or ruddy on their edges,
Clover-heads were tinged brown, too,
And nuts lay thick in hedges.
Then sounding here, there,
Everywhere, came
"Cider! Cider!
Cider!"

When frost had stung each twisted vine
And turned its grapes far sweeter,
Apples grew red, in rosy line,
No maiden e'er blushed neater!
Nights had changed and were quite long
When tart as unripe medlar,
Came the voice, in sharp, shrill song,
Of the queer old cider peddler.
With his "Cider there!
Cider! Cider!
Ci-der."

The peddler had a merry eye,
His cheek was like a Baldwin;
His brow could with the Russet vie,
They call him "Old Josh Caldwin."
His hand was hard as apple root,
His heart fresh as a Pippin,
His voice grew mellow as ripe fruit,
From cider he kept sippin'—
And called "Cider!
Twenty a gallon
Ci-der!"

When this old peddler went his way
With barrel, horse and wagon,
He heard what each one had to say
And news he found to brag on.
Through each street of every town
He spread New England's glory
By shouting loudly up and down
The same old rythmic story
Of "Cider! Cider!
Cider there! Cider!
Cider!"

To singin' school he always came
And listened under cover,
For singin' schools were just the same
As when he was a lover.
He never passed a huskin' bee,
Nor lost sight of the kissin',
The red ear found—the maid to see—
Was joy he'd not be missin'.
Then his cry was "Sweet
Cider! Cider there!
Cider!"

He wak'd the sick, the cross, the old,
Complaint gave him no worry;
He felt no tire, nor ache, nor cold,
And knew not time nor hurry.
All through the chill autumnal night
The old man kept on singing—
Then may he live!—this doughty wight—
And keep the same tune ringing:
"Cider! Cider there!
Cider there! Cider!
Cider!"

A LULLABY.

Like a leaf that's gently swaying
To and fro,
In thy mother's arms thou'rt lying,
While thy mother's heart is praying
God in mercy will be staying
Thee below.

Like a breeze that's softly blowing,
Fleet and fair,
Baby, thou art surely going
To the land where lotus growing
Will its beauty soon be showing
To thee there.

As a flower, thine eyes are closing,
Baby dear!
And thy head is now reposing,
Mother's arms are thee enclosing,
All her love for thee disclosing
With a tear.

Now in wondrous dreamland roving,
Baby feet!
Soft cheeks flushing, lips are moving,
Parted, smiling. Thou art proving
Flowers and angels are thee loving.
Birdling sweet.

The following in regard to the same lady is from The Evening Journal, of Jersey City:

"Mrs. Elvira Floyd Froemcke, of Montreal, Canada, who has been the guest of Col. and Mrs. Robert Mitchell Floyd, of Clerk street, leaves to-morrow for her northern home, after a delightful sojourn in this city. Mrs. Froemcke is a sister of Col. Floyd, and both are well known in the literary and social world. Their father, the late Edwin Floyd, was, during the forties, one of the editors of The New Orleans True Delta. Mrs. Froemcke writes charming stories of southern life for the northern newspapers and magazines, and is special correspondent for The New England Grocer, published in Boston; The American Grocer, of New York; The New Unity, of Chicago; The Morning News, of Wilmington, and The Delaware Churchman, of Delaware City. Her child stories are especially attractive and have won her friends and admirers among little people in many cities."

NEW ZEALAND SALMON.

It is said that there will be an attempt during the present season to introduce New Zealand barreled salmon into the eastern markets. The catch of Nova Scotia salmon, all of which is barreled for smoking, is much lighter than usual this year, and this fact will make more or less of a field for the New Zealand barreled goods. The latter, however, could not expect to compete with the Alaska goods, which are of indifferent quality, and sell at a very low price.

Previous efforts to introduce salmon from far distant points into American markets has not been entirely successful, owing to the expensiveness of transporting the goods to this country. Not long ago a considerable quantity of salmon in tierces from Siberia was shipped to Philadelphia, but it costs so much to bring it here that the price was thereby made too high. Some of the authorities on the subject believe that the same difficulty will surround the marketing of the New Zealand goods.

It is also said that not only will New Zealand attempt to compete with American salmon in the barreled form, but that it will also bring considerable quantities of canned salmon into this country. It is said that immense salmon canneries have been established in the New Zealand sea-coast cities and towns, and that the product of these is now competing with that of the American salmon canneries along the Pacific Coast. According to a despatch, consumers can buy a can of New Zealand salmon in San Francisco for less money than is asked for the Oregon-packed fish.—Grocery World.

PINEAPPLES AND WAR.

It is reported that, as the result of the shifting of the base of operations in the Cuban war to the vicinity of the pine plantations, the cutting of pineapples in Cuba has been interfered with, and that much uncertainty exists as to the quantity that may be shipped during the next few weeks. It is generally expected, says a New York paper, that the shipments will be small for some time to come.

. . . Are you interested in . . .

Jams and Jellies?

Bargains in them the next two weeks.

: : VINEGAR : :

pure and free from acids and prices away down.

DRIED APPLES

I am wanting a few carloads of choice stock and pay cash. Send samples and quantity you have.

R. J. GRAHAM

Belleville - - - - Ont.

TRY A SAMPLE LOT

—OF—

ENGLISH ARMY BLACKING

And you will find it will increase your sales 100 per cent.

Sold by all Wholesale Dealers

THE F. F. DALLEY CO., LIMITED

HAMILTON, CAN.

Try——▲

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

VALUE OF EQUALITY TO THE RETAIL GROCER.

THE following address was delivered by H. P. Sanger, secretary Michigan Wholesale Grocers' Association, at the recent state convention of retail grocers held in Grand Rapids on March 3 :

"This is the text assigned me by your worthy secretary, E. A. Stowe. I wonder how many of the retailers of Michigan have ever given this subject any thought? How many have a proper understanding of the word 'equality' as used in this connection?

"One of the definitions given by Webster of the word equality is 'the condition or quality of being equal.' It must appeal to your judgment as business men that it is in every way better for the retailer to be on an absolute equality with his neighbors regarding the cost of the goods he has to purchase.

"But let us consider the peculiar conditions which obtain in the commercial world at this particular time. The tendency of the business men of this country, for the last thirty years, has been to concentrate competitive interests. Hence we see railroads, both steam and electric, consolidating, out and out, or securing ninety-nine years leases, which is practically ownership, so as to reduce the cost of management and escape the competition of a rival line. The same holds true of manufactures. Consequently we have the various trusts that so many people denounce, and often without fully understanding the subject which they speak about so freely.

"The adage, 'A little learning is a dangerous thing,' is as true to-day as ever; and it would be better for us all if those who talk and write so much about these matters would think and study, and really know a 'little bit' about the important questions which they so glibly prate of.

"Many articles have lately appeared in the daily papers about the effort of the wholesale grocers to create a tobacco trust. Officially it has been my privilege to know as much about the alleged effort as any other one person. The idea of a 'trust' was never considered by the gentlemen who are accused. The sole object was to have the manufacturer distribute his product through the jobber, at a regular price, which was to be fixed and determined by the manufacturer, and which the jobber was to furnish the retailer at another fixed price, which was also to be made by the manufacturer. No thought of restricting the output, or advancing the price, to either the retailer or consumer, was ever entertained. But, according to the so-called anti-trust laws which prevail in many states, it is made to appear that a manufacturer who puts a value on his product, and says to his customers, such and such are the prices of my goods, is guilty of a conspiracy, is a bad man, and must be fined, or imprisoned, or both, for such an outrageous act as daring to put a price on his own product! In Georgia one man cannot make another man his agent, or factor, to sell his goods, without submitting himself to the penalties of fine or imprisonment or both.

"If these so-called anti-trust laws ever get to the Supreme Court of the United States, there is no question about their being declared unconstitutional. The unit, i.e., the individual, is the basis of our form of Government. The constitution guarantees to every citizen the right to worship God as he sees fit, and to do as he elects with his own, so long as he does not wrong his neighbors. But some one says, what has all this got to do with the 'Value of Equality to the Retail Grocer?' Very much; for if a uniform fixed price on the goods he has to deal in is maintained, he knows what his profits will be, and that his neighbor is not buying any cheaper than he is. He does not overload himself with any one article because the same is represented as a 'snap,' or is offered at a 'cut' from their regular price. Realising an assured profit on his sales, he is in a condition to discount his bills and pay his paper promptly at maturity. As 'success of the individual is the prosperity of the state,' so will the business men of the country escape the convulsions which periodically sweep over the commercial world, and which bring so much distress and disaster in their train. How often do we read advertisements of so many pounds of sugar for a dollar, when everyone knows that the retailer pays much more for it; and if you speak to him about it he will tell you, 'That is just for a leader. I make it up by charging more for something else.' Is this honest? Is it to the credit of the seller's business capacity? Is it 'doing to others as you would be done by?' O, no! Little wonder then there are so many 'extensions,' and 'chattel mortgages,' and 'trust deeds,' and failures and suicides.

"We are all in too great a hurry to get rich, to enlarge our business, to secure our neighbor's patronage, no matter what becomes of him. It is 'every one for himself'—you know the rest. Not until men think, and study the requirements of their particular calling, can we look for a change, and not then, unless they are governed by the 'Golden Rule.'

"Stability is one of the chief requisites among business men to-day, and that others are of this opinion, I quote the action taken by the Retail Grocers' Association of Illinois at their convention held at Quincy on Feb. 9, 10 and 11 :

"'Whereas we, the Retail Grocers' and Merchants' Association of Illinois, in convention assembled, do recognize in the wholesale grocers our best means of support in the plans we have prepared; and

"'Whereas, we believe the present method of jobbing both sugars and package coffees has been a benefit alike to the legitimate retailers and consumers; therefore, be it

"'Resolved, That we heartily endorse the "equality plan" for the sale of both sugars and package coffees, and assure the jobbers of our co-operation in perpetuating the same.'

"In conclusion, you must admit that your best friends are the wholesale grocers, and any system of distributing the products of the manufacturers which is best for them must be the best for you. Who is it that has carried you along when collections have been slow and trade dull? The manufacturer? No, the wholesaler of whom you buy the most of your supplies. Is it unreasonable then to ask you to trust to his judgment? Not at all. Organization is the order of the day, and only by organization can the vast business of supplying the daily wants of the consumers of the country be profitably carried on."

Robert Greig & Co. have just landed an extensive shipment of preserved goods from Dandicolle & Gaudin, Bordeaux, including peas, mushrooms, olives, sardines, biggareaux, etc.

GALOPS CANAL.

NOTICE TO CONTRACTORS.

EXTENSION OF TIME.

THE time for receiving Tenders for the Cardinal Section of the Galops Canal has been extended until Saturday, the 24th day of April, 1897.

An accepted bank cheque for the sum of $75,000 must accompany the Tender, instead of $150,000 as originally called for.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 13th April, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

GALOPS CANAL.

NOTICE TO CONTRACTORS.

EXTENSION OF TIME.

THE time for receiving Tenders for the Iroquois Section of the Galops Canal has been extended until Friday, the 30th day of April, 1897.

An accepted bank cheque for the sum of $50,000 must accompany each tender, instead of $100,000 as originally called for.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 13th April, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

MUSTARD
Sardines
¾ tins.
Spiced Sardines, ¾ tins.
Sardines in Tomato Sauce.

SPECIAL PRICES THIS WEEK.

FOR
SPRING House Cleaning

All Kinds of **Brushes, Brooms, Mops** (Self Wringing and Plain).

"Kolona" Ceylon Tea
In lead pkgs. ONLY
Purest, Best, Healthiest, Cleanest, most Economical and most Profitable for you to handle.

30c., 40c., 50c., 60c. and 80c.
Retailers.

Sapolio, Scouring Soaps, Pearline, Gold Dust Washing Powder, Etc.—This is just to put you in mind of these goods. Orders promptly filled.

The EBY, BLAIN COMPANY Ltd.
Wholesale Importing and Mfg. Grocers
TORONTO - CANADA

The Grocers' Show Case

An attractive display
IS A SALE HALF MADE.

Lines otherwise hidden from view **PROMINENTLY BROUGHT BEFORE THE CONSUMER.**

THE GREAT SELLING FACILITIES of these cases at once commend them to the wide-awake grocers. Neatly designed, finished in hardwood, of convenient size and a great economizer of space where counter room is limited.

ORIGINALLY sold at $1.50, but under most advantageous arrangements with the manufacturers can now be sold at $1.10 apiece. Packed 2 and 4 cases in a crate.

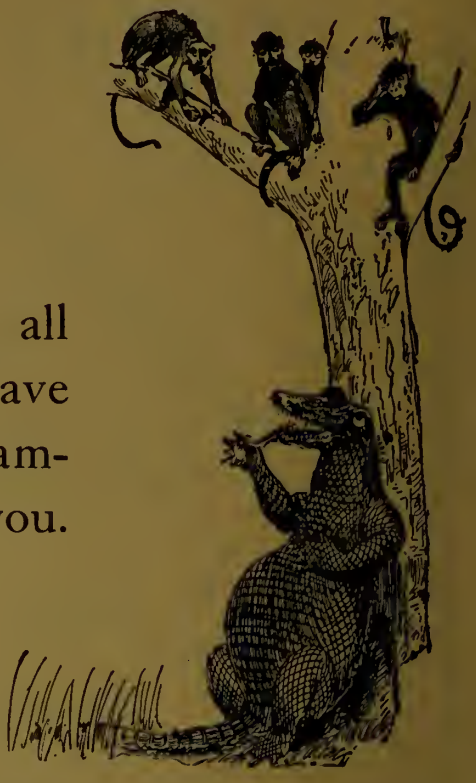
— ONLY A FEW DOZEN LEFT. —

W. H. GILLARD & CO. Wholesalers Only **HAMILTON**

Evaporated Fruits

Canned Fruits

Canned Vegetables



We are making special prices on all kinds of the above lines. Let us have your address, and we will send samples and prices that will interest you.

H. P. ECKARDT & CO. Wholesale Grocers, TORONTO.

"Rose Brand" Ham.

So little have some people understood what Ham should be to be really good, that the price of "Rose Brand" Ham has seemed high. They simply wanted Ham—any brand would do. Price usually determined their purchase. Good health determines it now. The quality can't be too high to suit them. The increased demand for "Rose Brand" Ham proves beyond question that its mild cure for cutting and frying, and its special cure for boiling is just what the people want. And they usually get what they want—if not from you, from your competitor.

The Geo. Matthews Co. Ltd.
Ottawa and Peterborough

Looking 'round . . .

for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr., St. Catharines, Ont.

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
Limited.

Fine Magazine Printers
and
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
MONTREAL: Board of Trade Building. Telephone 1255.

John Cameron, Gencral Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

A FRIEND OF DEPARTMENTAL STORES.

THE Trades and Labor Council has made a deliverance regarding departmental stores. This deliverance is as follows:

Your committee (the Municipal Committee) hold that these stores are not combinations for the purpose of raising prices or lowering wages, and that the constituents of the Trades and Labor Council being the people who the Council should first try to help, they are of the opinion that the families of trades unionists are not hurt, but rather helped, by these stores.

The Trades and Labor Council has done some strange things, but this is the strangest of all the things it ever did. An enemy surely has done this thing. The Municipal Committee and all concerned must have been "loaded up the wrong way" or it never could have conceived of a thing so utterly opposed to their own interest.

The department store is the enemy of the regular storekeeper, but it is none the less the enemy of the workingman. Nothing could be more evident.

There is not a member of the Trades and Labor Council but will acknowledge that a monopoly is detrimental to his interests.

The departmental store is a monopoly pure and simple, and yet we find an organization, whose tenets are supposed to be diametrically opposed to monopolistic institutions, declaring one of the worst forms of monopoly to be a helper of the laboring class. So is Bad the helper of Good.

The particular object of the departmental store is to destroy competition. By cutting prices on this and that line they essay to inveigle customers away from the regular storekeeper—until he is at last compelled to put his shutters up, thus driving merchants and clerks upon the labor market, and bringing wages down to a point where a man can scarcely live himself, let alone support his family.

The advantage of low-priced labor to the departmental store is obvious: A large supply of cheap clerk labor enables it to keep a cheap staff behind its counters.

And yet that advocate of a fair wage for a fair day's work declares that departmental stores are not combinations for the purpose of lowering wages!

But it is not alone the wage of the clerk that the departmental store tends to reduce to the minimum. The wage of every mechanic who wields a tool, of every seamstress who plies a needle, and of nearly every man and woman, in fact, who tries to make an honest living, is lessened through the extraordinary powers which these departmental stores are developing.

Those whom Old Nick would destroy he first makes his friends. The departmental store has been represented as a gigantic devil fish, and it appears to have made its friends those whom it is depriving of a living wage.

That such should be the case is due to either one or two causes: The members of the Trades and Labor Council are either blind or they are fools.

The last clause in the pronunciamento suggests that it is blindness which comes of prejudice. This clause reads: "In the old days of strikes and lock-outs the small storekeepers were never the friends of the union workingman."

Not friends indeed of workingmen during strikes! It strikes us most forcibly that the small storekeeper has often proved a friend in need to many a workingman during troublous times, and much, too, to his own sorrow when he contemplates it.

If the members of the Trades and Labor Council exhibit as little common sense when dealing with other questions concerning the workingman as they have in regard to the departmental store, it is time the workingman was delivered from his friends.

The man who cannot be honest cannot in the long run be prosperous. Prosperity is the handmaid of honesty.

DISHONESTY AMONG EMPLOYES.

IT is to be hoped that the wholesale robbery by the employes of a certain large business concern referred to last week will not be an unlearned lesson.

It is most deplorable that employes should steal from their employers, but it is still more deplorable when the heads of departments and clerks should act in collusion in systematic robbery, such as that chronicled last week.

Since the expose rumors are rife regarding the honesty of the employes of other business institutions where a large number of persons are employed as clerks, etc. And thus it becomes that a general suspicion rests upon innocent and guilty alike.

While nothing can excuse dishonesty on the part of an employe, yet the management is not always without blame when goods are surreptitiously taken from the store or warehouse.

If they do not pay honest wages they cannot but expect dishonesty from their employes. No man has a right to demand more labor from another than he pays him for, any more than he has a right to give a customer three pounds of a certain commodity when the latter has paid him for four pounds.

Justice is not jug-handled. It is for the employe as well as the employer, for the buyer as well as the seller.

But two wrongs do not make a right. Unjust as a man's wages may be, it does not warrant his purloining his employer's goods or his money. His is to do his duty under all circumstances and on all occasions. And his duty is to at all times do his very best and to keep himself honest, even if he be getting but fifty cents on the dollar, as it were, for his services.

All dishonesty is by no means due to inadequate remuneration for services. In the particular instance referred to, for example, the firm appears to have paid at least fair salaries.

No; dishonesty in a great many instances, perhaps in a majority of instances, is due to men, old as well as young, essaying to swim in a higher social circle than their position warrants.

Let merchants manage their business well, and there will be less opportunity for dishonesty on the part of their employes.

To proper management, let there be fair wages, and the probability of dishonesty will be reduced to a minimum.

Dishonesty is never excusable, but let employers see that they do not create anything that may be used as an excuse for dishonesty.

The suspense will soon be over : The new tariff is promised for the 22nd inst.

. It is to be hoped that the longest reign on record will induce the preferential trade idea to fructify.

MR. DEVANEY GETS A LOCKET.

AS THE CANADIAN GROCER has already stated, Mr. J. H. Devaney has severed his connection with the Eby, Blain Co., Ltd., to take a position as traveler with G. F. & J. Galt, of Winnipeg and Toronto.

Mr. Devaney had been with the Eby, Blain Co. for some ten years, and so his fellow employes felt that something should be done whereby they might be able to exhibit their esteem of him and to express regret at his departure from among them.

Accordingly he was informed that one or two of his friends in the firm's employ would like to see him at the Hub parlors on Saturday night. When he reached there Mr. Devaney found a score or more of persons from the warehouse present, including travelers and sample-room and office staff.

Before he could recover from his surprise Mr. W. H. Seyler stepped forward, accompanied by that inseparable smile which is always his, and, after delivering a neat and appropriate speech, presented Mr. Devaney with a handsome locket set with diamonds.

Mr. Devaney made a capital speech in reply, thanking his fellow employes for their good will, as expressed in the words of Mr. Seyler and in the valuable locket they had presented to him.

These also made speeches : Mr. Borsberry, representing the traveling staff ; Mr. Robt. Ross, representing the package tea department ; Messrs. S. Hustwitt and D. Casey, representing the city traveling staff, and Messrs. Douglas Eby, W. Bender, and John Stalker, representing the office staff.

TORONTO RETAIL GROCERS.

BEFORE the regular business of the Retail Grocers' Association was taken up on Monday night, the members were addressed by a delegation from the Retail Merchants' Association of Canada, the object being to enlist the co-operation of the former organization in furthering its object, namely, the removal of certain evils which afflict the retail trade of the country.

By speech and resolution the association expressed its sympathy, and several members promised to be present at the next meeting of the Retail Merchants' Association.

President J. S. Bond was in the chair and there was a fair attendance. These were among the members present : Messrs. Robt. Mills, W. J. Bell, A. G. Booth, D. W. Clark, Frank Johnson, Alf. Johnson, Donald McLean, R. Snow, R. Davies, J. Doyle, Thos. Clark, R. Van Loan, W. Stewart.

A communication was received from Lever Bros. in reply to a complaint of the association, to the effect that departmental stores were selling a particular brand of the firm's soap at six bars for 25c. The reply was to the effect that the firm only knew of one departmental store in Toronto which was so selling its soap, and that while it deprecated the fact it had no power to prevent it.

E. Sutton, secretary of the Retail Grocers' Association of London, wrote requesting the co-operation of Toronto organization in securing a reduction in the present exorbitant fees for testing weights and measures.

On motion of Mr. Robert Mills, seconded by Mr. F. Johnson, the secretary was instructed to write the secretary of the London association to the effect that the association was of opinion that steps should be taken to have the law amended whereby the payment of the fees may fall lighter upon the business interests of the country ; also to ask the London association to suggest ways and means of accomplishing the desired end.

The matter of securing an amendment to the civil service law in order that civil servants may be placed on the same footing as other citizens of the Dominion in regard to the payment of their debts, was taken up and it was resolved to try and secure the co-operation of the member for Centre Toronto, Mr. W. Lount, M.P.

The following letter was received from Mr. J. T. Middleton, M.P.P., regarding his Departmental Store Bill :

> In reply to yours, which I must thank you for, I must state that unfortunately it was only about two weeks ago my Hamilton friends asked that the departmental store question should be attacked by legislation, but the lateness of the introduction precluded the possibility of my getting it far advanced, while there was not the public support that such important legislation requires. If I am permitted to bring the matter up another session I shall be glad to have your sympathy as well as that of all friends of the movement. May I suggest that an aggressive, but quiet arrangement be made to place in your City Council reliable friends of this movement. Work and win.

The president, on behalf of a special committee appointed to consider the matter, reported in favor of continuing to hold the meetings of the association in St. George's Hall, Elm street.

Mr. A. G. Booth reported on behalf of the delegation that had attended the Food Show at Hamilton. The delegation consisted, besides himself, of Messrs. J. G. Gibson, J. S. Bond, F. Johnson, A. White, F. Giles, H. P. Hodgins, A. R. Williamson and others.

"We went to Hamilton," said Mr. Booth, "were well received, had a nice badge presented to us, saw both the Food Show and the 'elephant.' (Laughter.) The show was certainly a well gotten up affair and was decidedly well worth seeing. I think the most of us got home again. Those that did not go to Hamilton missed a treat."

Secretary Hawse presented the names of the three candidates for membership. They were : E. Cork, Dovercourt road; Moyer & Son, Spadina avenue, and J. Mellhuish, Yonge and St. Joseph streets. The customary resolution constituting them members was moved by Mr. D. W. Clark and adopted.

The association adjourned at about 11.30 p.m.

AUCTION SALE OF CANNED GOODS.

A quantity of canned goods was offered at auction in Toronto on Wednesday of last week at the fruit sale conducted by Clemes Bros. and McWilliam & Everist.

Eighty-five cases of tomatoes sold at 60 to 67c.; 35 cases of corn at 47½ to 50c., and 27 cases of canned pineapple at $2 per dozen. The tomatoes and corn were packed by Flynn Bros., of St. Catharines, and the pineapples by W. Boulter & Sons.

One hundred cases of Boulters' tomatoes were also put up, but they were withdrawn, the highest bid being 67c., or 3c. per dozen below the upset price.

WILL NOT SELL DEPARTMENT STORES.

THE Montreal Retail Grocers' Association have not let the grass grow under their feet when it was a question of fighting the unfair competition of the departmental stores. Some time ago THE CANADIAN GROCER noted that they had approached the wholesale trade regarding the matter. That they have been successful in their efforts a meeting of the association Tuesday evening clearly proved. President Vallieres presided, and, in addition to a large attendance of members of the association, there were representatives of the wholesale houses, spice men, and a large number of outside retailers present. Messrs. S. H. Ewing, James Harper, Lamoreux, Leblanc and Larue made some strong addresses on the unfair competition to which the regular trade were subjected by the departmental stores. It was pointed out that the latter were selling many staple articles away below cost. Sugar, for instance, was said to have been sold at 3c., whereas it cost retail grocers 4⅜c. Crosse & Blackwell's pickles, which cost them $3.25 a dozen, were being sold in the stores at 19c. a bottle, and jam put up by the same firm which cost $2.40 a dozen was offered at the stores at 14c. a bottle.

After these and other instances had been related to the meeting, the chairman amid applause announced that all the wholesale grocers in Montreal, with one exception, all the spice men, etc., had mutually agreed to protect the regular traders from this unfair competition. As both the sugar refineries had always refused to sell to the stores, the latter would find it difficult to get that staple now that the wholesalers had decided to refuse to supply them. The spice manufacturers, manufacturers' agents, etc., had all adopted the same views and signed a document of which the following is a copy :

"We, the undersigned wholesale grocers, manufacturers and provision dealers and packers of the Dominion of Canada, and agents representing foreign houses exporting their goods, wares, etc., to Canada, do hereby pledge ourselves not to sell directly or indirectly to departmental stores in Montreal, and that we will protect to the fullest extent in our power the legitimate retail grocery trade."

If this agreement is only lived up to the retail grocery trade in Montreal can congratulate themselves on securing a fair measure of protection.

The association has decided to print and circulate among the grocery and allied trades, both wholesale and retail, some 2,000 copies of the agreement confirmed at Tuesday's meeting.

ECONOMY ON THE ST. LAWRENCE CANALS.

A PART of the economy which the Dominion Government proposes to practise is a reduction in the working staff on the St. Lawrence canals.

It is to be hoped that this reduction will not be made until it is settled beyond all peradventure that it will not, to the slightest extent, impair the efficiency of the staff.

Under the best conditions, canal traffic is necessarily slow ; and any action on the part of the Minister of Railways and Canals which would tend to retard instead of help in the premises would be most unwise.

Economy is saving a dollar where it can be judiciously saved ; it is not economy to save a dollar when one hundred and fifty cents is lost thereby.

No business man would think of dispensing with the services of a clerk did he know that by so doing his staff would be so weakened that customers could not be served promptly.

We are quite convinced that the Government has no intention of impairing the working staff on the St. Lawrence canals. Whatever reductions it proposes to make are no doubt actuated purely by a desire to practise economy.

But zeal for economy can be productive of recklessness, just as disregard for the value of money leads to its wasteful expenditure.

The Montreal Board of Trade has declared that any reduction in the working staff would "add greatly to the delay in getting vessels up and down the canals." And the Board of Trade should know, and evidently does know, what it is talking about.

That organization has no political ends to serve. Its concern is only for the commercial interests of the country. It is well, therefore, that the Hon. Mr. Blair should read, mark, learn and inwardly digest the representations the board has already made to him and those which it may in future make to him in regard to this or any other business matter.

AN UP-TO-DATE GROCER.

"You have a very clean and attractive store," said a representative of THE CANADIAN GROCER, as he shook hands with Mr. Sullivan, who does business at the corner of Brunswick and Milton streets, Montreal.

"Yes," he replied. "It pays. My aim is to keep my place clean and attractive in every way possible. It keeps us always hustling, but it draws customers. We find that ladies will pass less attractive stores and come to us on that account. Of course, we are alive in other respects. We study our business and keep up with the times by reading the best papers and thinking how to please our customers. We never complain of dull times, because we are always pushing for business. I think if many merchants would work harder and think more there would be less complaint of hard times." And Mr. Sullivan excused himself to open the door for a lady who drove up in a swell equipage.

Do not bore a customer if you would worm your way into his good graces.

A BRIGHT IDEA.

Local events can often be turned to good account by advertisers. Millman & Co., of Guelph, realize this.

The Royal Club of Guelph is to have a horse show on the 20th and 21st. In their advertisement in a local paper Millman & Co. point this out and deftly turn the attention of the reader to their own wares by adding :

If you are hunting for the most reliable grocery and provision house stop at our place—you have found it.

A cut representing two steeplechasers in the act of taking a fence increases the effectiveness of the advertisement.

GREEN FRUIT AT AUCTION.

Six carloads of lemons and four carloads of oranges were sold at Clemes Bros'. auction sale last week. Two cars of fancy navels sold at $2.80 to $5.70, and another car of the same at $3.30 to $4.55. A carload of Valencia oranges changed hands at $2.80 to $3. Mediterranean sweets sold at $2.70 to $2.75, and St. Michael oranges at $2.25 to $2.75 per box. Three carloads of lemons sold at $1.60 to $1.95. Seedlings found purchasers at $2.25 to $2.75. The attendance was good. Another sale will be held on 21st inst.

A Trade Winner . . .

OUR

CROWN BRAND FLAVORING EXTRACTS

are growing in favor every day.

There is reason in this. It is simply owing to the fact that we are so careful in the manufacture that our Extracts cannot be surpassed by any for purity, strength and flavor. We make a large variety. Not only the standard Lemon and Vanilla, but almost every fruit, flower and spice flavor known can be had for the asking.

The point is--It will pay you to push the sale of this line. The goods will please your customers and win trade for you.

Robert Greig & Co.

456 St. Paul Street, MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, April 15, 1897.

GROCERIES.

IT is probably many a day since the wholesale grocery trade of Toronto was as flat as it has been during the past week. The bad roads in the country have probably something to do with it, but upon the tariff is cast the chief onus by the trade. Until this is settled people appear determined to buy only what they cannot do without. Canned goods are still firm, but there is little or nothing doing in them. There has been a little speculative buying in coffees, but the market has ruled easy. China black teas are still receiving a little attention, but other kinds are, at the moment, quiet. Fruits are quiet, with the currant market still ruling strong. Sugars are easier in both London and New York, and locally the demand is light and prices unchanged. Payments are just fair.

CANNED GOODS.

A packer who was on the street this week was talking higher prices on canned vegetables generally, but, although the market remains firm, there has really been no change in prices. The volume of business is much about the same as a week ago, no improvement having taken place. During the past week there has been free purchasing of futures in lobsters by the wholesale houses at prices which are from 10 to 15 per cent. higher than a year ago. We quote standard brands as follows: Tomatoes, 75c.; corn, 55 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

There has been a little speculative buying during the past week or two, but it does not appear to have amounted to very much. A rumor to the effect that a small duty was to be placed upon coffee is the cause of the speculation. The demand has been principally for the Maracaibo and Rio growths. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Some of the refineries are offering good values in fair medium syrups. Very little business, however, is transpiring. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The New Orleans market is somewhat unsettled. Locally there is nothing new to report. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The sugar market is, on the whole, dull and weak. In New York on Monday, after a week of dragging trading, and which had enabled the refiners to close up old orders very well, there was a reduction made in price of ⅛c. on all hard grades, and for Nos. 1, 2, 3, 6, 7 and 14, while Nos. 4 and 5 were put down 3-16c., Nos. 8, 14, 15 and 16 at 1-16c. reduction, while Nos. 10, 12 and 13 remained unchanged. The refiners, too, would not take hold of raws except at a decline of 1-16c. Beet is fractionally lower in London. No change in values has taken place on the Canadian market, while business is quieter than it was, although some fair orders are still being received from the country. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; Demerara crystals, 3⅞c.

Washboards

OUR LEADING LINES ARE

BANNER GLOBE
S.B. GLOBE
GENUINE GLOBE
AND
SPECIAL STAR

We will be pleased to make a sample shipment . . .

WALTER WOODS & CO.
HAMILTON

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to
Meadow Sweet Cheese Co.
P.O. Box 2321, Montreal
For Price List.

An Invitation . .

We invite any grocer having any . . . .

"SALADA"
CEYLON TEA

in stock that is not giving him **better satisfaction** than any tea he has ever handled to ship it back to us and we will remit him the full amount paid for it.

SALADA TEA CO.

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
15 Niagara Street - - - BUFFALO
347 and 349 Fifth Ave. - - PITTSBURG

SPICES.

No material change has taken place in regard to spices. We quote: Pure Singapore black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, quoting 2½ to 3½c. for choice to fancy stock.

NUTS.

There is nothing of local interest to note, and in the primary markets the only feature is that stocks of Valencia shelled almonds in Malaga are almost exhausted. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

The market in these lines is quiet and unchanged. We quote: Rice, Standard "B," 3¼ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

The market is, on the whole, quiet. China blacks on spot, particularly low-grades, continue to receive the most attention. A few transactions have also taken place in Ceylon teas where good values were offered. Japan teas have been neglected. Holders of consignments of China teas are considering the advisability of shipping low and medium grades into the United States before May 1, when the new inspection law goes into operation. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Strength continues to be the feature of the currant market both at home and abroad. Stocks in Greece, according to latest advices, have been reduced to 5,000 tons. We quote: Provincials, 4⅝ to 4¾c. in bbls.; fine Filiatras, in bbls., 4¾ to 4⅞c.; do, half-bbls., 4¾ to 4⅞c.; Patras, 5¼ to 5½c. in bbls., 5¼ to 5½c. in half-bbls., and 5½c. in cases; Vostizzas, cases, 6 to 8c.

Valencia raisins are dull and weak. Some fruit held on spot was offered at less than cost but failed to secure purchasers. The market in New York is also weak. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins continue dull, with prices nominally unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are dull and featureless. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 7c. in boxes.

Advices from England report an easier feeling in Persian dates, the consumption there not being up to expectations. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

The larger sizes of California prunes are scarce and dearer, but in other sizes the feeling is rather weaker. Locally there is a slightly better demand for California prunes. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

California evaporated apricots are strong

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.

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VINEGARS

Made under Government Supervision. Absolutely pure.

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Wholesale Commission Merchants and Brokers.

Correspondence solicited from Manufacturers and Importers.

Jobbing Trade only supplied.

References: R. G. Dunn & Co., Bank of Ottawa. All Wholesale Grocery Houses in Winnipeg.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

PORK PACKER, Etc., Etc.

Importer and dealer in best brands of

English Sheeps' Casings

AND

American Hogs' Casings

MANUFACTURER OF

BOLOGNAS, ETC., ETC.

Kettle-rendered Lard of best quality

..Preservatives and Seasonings a specialty..

DO YOU HANDLE

BANANAS?

We have them.

ALSO...

"Date Palm" NAVEL ORANGES
VALENCIA ORANGES
MESSINA LEMONS

CLEMES BROS., - Toronto

51 Front Street East.

locally, as well as in the outside markets, and mail advices from the primary market report the export enquiries are sufficient to absorb the remaining stocks on the Coast. On the Toronto market apricots in boxes are almost, if not altogether, exhausted. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

GREEN FRUIT.

Oranges are in good demand with prices higher. The lemon market is active, and while prices locally are unchanged, an advance is reported from New York. Bananas are in good demand. A fair business is being done in pineapples. Strawberries are in good demand. The first shipment of new season's Egyptian onions are due here on Saturday. They will sell at about $3 per bag. We quote: Oranges — Valencias, ordinary, 420's, $4 to $4.50 per case; large 420's, $5.25 to $5.75; 714's, $4.75 to $5.50 California navels, $3.50 to $4.50 per box, according to size. California Tangerines, $2.75 per box. Lemons—Messinas, $2 to $2.75 per box for both 300's and 360's, and $2.25 to $2.50 for choice; cocoanuts, $3.75 a sack and 60c. per doz. Onions, $1.50 per 80 lb. bag for Danvers, and $3.50 per bag for Egyptians. Cranberries, Jerseys, $5 to $7 per bbl. and $2 per case; bananas, $1.50 to $2. Pineapples, 20 to 25c. each. Strawberries, $3.25 to $3.50 per case for pints. Cucumbers, $1.75 per dozen.

APPLES.

A slight further improvement is to be noted in the English market. Locally the market is much as before. Local quotations are: $1.50 to $2 for Spies, $1 to $1.50 for Russets and Baldwins and $1.25 for Ben Davis.

BUTTER AND CHEESE.

Butter—Receipts of large rolls are more liberal, but all good to choice coming forward is quickly picked up. Creamery butter is fairly plentiful and the demand for it is steady. Prices are unchanged. We quote: Dairy butter—Tubs, 12 to 14c. for good to choice; low-grade to medium, 7 to 10c.; large rolls, 13 to 14½c. for good to choice, and 7 to 10c. for low-grade to medium; pound prints, 14 to 16c. for good to choice. Creamery—Tubs, 18 to 19c.; 1-lb. blocks, 19 to 20c., according to make.

CHEESE—Although stocks of September and October makes are light, prices are a

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Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .
OLD CHUM.
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CIGARETTES
RICHMOND STRAIGHT CUT.
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Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . . 140 Princess St. Market Square WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

Brisk demand for all good Roll Butter. Selling at 13 to 15c. for large Rolls and Pounds . . .

EGGS STEADY AT 9½ TO 10c.

Correspondence invited
Consignments solicited

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

JAPAN JAVA
MOUNT ROYAL
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MILLS BRAND
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G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**
42 SCOTT St TORONTO.

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

little easier. New cheese is now coming forward freely and is selling at lower figures. A fair-sized lot changed hands a few days ago at 9c. Jobbers' ruling selling price, however, is 10c. October and September makes are quoted at 11 to 11½c.

COUNTRY PRODUCE.

BEANS—The market is still without improvement. Jobbers, as a rule, quote mixed at 40 to 50c. and hand-picked at 65 to 75c.

DRIED APPLES—Prices are a little easier. The demand is dull, but an improvement is looked for at the opening of navigation. Choice are quoted by wholesalers at 2 to 2½c., and fancy at 2½ to 3c.

EVAPORATED APPLES—Are still dull. Wholesale quotations are : Quarters, 2¾c.; sliced, 3c.; best brands, 4 to 5c.

HONEY—Quiet. We quote : Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light ; strained, 6 to 7c. per lb.

EGGS—Supplies are none too large, and in consequence prices are firmer at from 9½ to 10c.

POULTRY—Continues scarce and firm in price. We quote : Chickens, 40 to 60c. per pair ; turkeys, 11 to 12c. for bright stock; geese, 7 to 9c. ; ducks, 60 to 80c.

MAPLE SYRUP AND SUGAR—Deliveries of both syrup and sugar are liberal and the demand is good. We quote : Syrup, 65 to 75c. per tin and at 70 to 75c. per Imperial gallon in five-gallon tins ; sugar, 8 to 8½c. per lb.

POTATOES—The market is still dull and weak at 18 to 20c. per bag in carload lots on track ; out of store jobbers quote 25 to 30c.

FISH AND OYSTERS.

The fish market remains quiet at unchanged prices. We quote : Manitoba white fish, 5½ to 6c.; ditto in kegs, $4.50 ; frozen trout, 5c.; ditto in kegs, $4.50; pickerel, 6c. per lb.; haddies, 6c. per lb. ; Labrador herring, $4.50 to $5 per bbl. and $2.75 per half-bbl. ; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb. ; ciscoes, $1.25 per 100; haddock, 4½c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, $1 per 100 ; fresh water herring (heads off), $2.50 per keg ; smelts, 6 to 9c. Oysters are quoted at $1.20 for standards, and $1.50 for selects.

SALT.

Trade is a little better than it was. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack ; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote : F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PROVISIONS AND DRESSED HOGS.

Business continues active in all kinds of of cured meats. A little stronger feeling has developed in regard to dressed hogs, some of the packers who had practically stopped cutting having again begun operations. Light hogs are quoted at $6.25 to $6.50, and heavy hogs at $5.75 to $6.

DRY SALTED MEATS—Long clear bacon, 7c. for carload lots, and 7¼ to 7½c. per lb. for ton lots and cases ; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11c.; rolls, 7½ to 8c. ; hams, large, 22 lbs. and over, 10½ to 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 11¾c. ; backs, 10 to 11c. ; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½c.; tubs, 6¾c.; pails, 7 to 7¼c.

BARREL PORK—Canadian heavy mess, $12.50 ; Canadian short-cut, $13 to $13.50 ; clear shoulder mess, $11 to $11.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are moderate. Prices are a little better than a week ago. We quote : Wheat, 74 to 75c. for white and 73 to 74c. for red, and 63 to 63½c. for goose ; oats, 21 to 23c.; peas, 41 to 41½c.

FLOUR—A slight improvement in the demand is to be noted, and millers have some confidence that prices have touched the bottom. We quote in carloads on track, Toronto : Manitoba patents, $4.70; Manitoba strong bakers', $4.30; Ontario patents, $4.30 to $4.50 ; straight roller, $3.85 to $4, Toronto freights.

BREAKFAST FOODS—Business in breakfast foods is still light. We quote: Standard oatmeal and rolled oats, $2.80 in bags and $2.90 in bbls.; rolled wheat, $2.50 to $2.60 in 100-lb. bbls.; cornmeal, $2.25 to $2.35; split peas, $3 to $3.25; pot barley, $3 to $3.25.

PETROLEUM.

Trade remains much about the same as it has for some weeks past. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged with cured quoted at 8¼ to 8½c. Dealers pay 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c for No. 2. Sheep and lambskins, $1.10 to $1.25.

WOOL— The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

MARKET NOTES.

Eggs are firmer.

The larger sizes of California prunes are a little higher.

Refined sugars are from ⅛ to 3-16c. lower in New York.

Choice apricots in boxes are almost exhausted in the Toronto market.

The first shipment of new season's Egyptian onions is due here on Saturday.

Local buyers of glucose are holding off till the new tariff is brought down, anticipating a modification in the present duty.

WE ARE *PAYING CASH* FOR **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

QUEBEC MARKETS.

MONTREAL, April 15, 1897.

GROCERIES.

THE week has not developed much change in the position of staple groceries. A fair amount of business was transacted in sugar at the advance, while the speculative demand has almost exhausted the supplies of low-grade black and Japan teas in first hands. Syrups continue dull, and importers still continue backward in regard to purchasing molasses for spring delivery. Spices and coffee are much as they were, and canned doods are dull.

SUGAR.

There has been no striking change in the sugar market since last report. At the advance recently quoted the tone has been firm, and a fair amount of business transacted both at the refineries and from jobbers' hands. Cables report beet sugar somewhat easier in England for April and May, but the change has only been ¼d. from a week ago. In New York both raw and refined continue steady. Prices here are firmly held by jobbers at 4⅜ to 4½c. on granulated and 3½ to 3⅞c. on yellows.

SYRUPS.

There has been no change in the syrup market. Demand has been limited and prices unchanged, at 1⅜ to 1⅞c., as to quantity and quality.

MOLASSES.

Uncertainty about the tariff and contradictory advices from the Island deter importers of molasses from doing business. Barbadoes molasses in cargo lots is offered at 17c. cost and freight, or the equivalent of 23c. per gallon laid down duty paid in Montreal, but nothing has come of the offer up to this writing. In fact, although a number of offers have been cabled to the Islands lately from Canada, no purchases of any moment are yet spoken off. On spot business is dull and prices difficult to quote, but 28 to 30c. is a wide enough range to cover all ideas.

RICE.

There has been only a small hand-to-mouth business in rice and prices are steady. We quote: Crystal Japan, $5 to $5.25; standard B., $3.50; Patna, $4.50 to $5.25; Carolina, $6.75 to $7.75; choice Bermuda, $4, and Java kinds, $4.25.

SPICES.

Demand for spices continues moderate, being only for small lots to fill actual wants. Singapore pepper is offered at 4⅝d. and black 3d., cost and freight Montreal, but importers are not doing much at present in anything. We quote: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

Coffee continues dull and much the same as it was last week. We quote: Maracaibo, 15 to 20c.; Santos, 13 to 18c.; Rio, 13 to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

There has been continued movement in tea during the past week and supplies of low-grade Japans and blacks in first hands are almost entirely absorbed. In a jobbing way also there has been a fair enquiry. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

DRIED FRUIT.

There has been no change in Valencia raisins. We quote: Ordinary off-stalk, 5¼ to 5½c. fine, 5¾ to 6c.; and selected, 6¼ to 6½c., with layers, 6¾ to 7c.

California raisins are firmly held. Stocks are light here and advices from primary markets indicate that there is very little stock remaining to come east between now and the next crop. We quote: 2-crown, 6½ to 6¾c.; 3-crown, 7 to 7½c.; 4-crown, 8 to 8½c.

The currant market is steady with demand light. Prices range from 4 to 4½c. on Provincials and Filiatras, to 5½ to 6c. on Patras fruit.

The prune market is dull and the stock available here chiefly consists of the smaller sizes. We quote Californias at a range of 7 to 9c., according to size and quality. Very few French or Austrian prunes remain in stock. There is no change in figs or dates, the former ranging from 8 to 12c., and the latter 5 to 6c., as to quality.

NUTS.

There is only a small trade in nuts. We quote: Grenoble walnuts, 11 to 12c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, $3.50 to $3.75 per 100.

CANNED GOODS.

There has been very little change in canned goods during the past week. We quote: Tomatoes, 75 to 85c.; corn, 60 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $1.50 to $1.80 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes $1.05 to $1.15; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $8.50 to $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

GREEN FRUIT.

Very little change has been shown since last week. Lemons are in fair demand, with prices steady, and the same can be said of oranges. Bananas are very plentiful, and prices are lower. Cranberries are a glut on the market. Pineapples continue steady. We quote: Valencia oranges, $3.50 to $4 per box; lemons, $1.75 to $3 per box; cranberries, $1 to $4 per bbl.; Malaga grapes, $7.50 to $8; bananas, 75c. to $2 per bunch; pineapples, 14 to 35c. each; asparagus, $4.50 to $5 per dozen; California celery, $1.25 per dozen; southern spinach, $2.50 to $3.

APPLES.

The apple market was dull and unchanged at $1 to $1.75 per bbl., and possibly these prices would be shaded.

DRIED APPLES.

There is no call either for dried or evaporated apples, the former dragging at 3c. and the latter at 3¾c.

FISH.

The pickled fish market continues dull, with prices purely nominal. In smoked and prepared fish a small jobbing trade is passing at the following: Haddies, 5 to 6c. for Lower Province, and 6 to 7c. for Portland; Yarmouth bloaters, 75 to 85c. per box, and kippered herrings, 85c. to $1 per box.

COUNTRY PRODUCE.

EGGS—Demand for eggs has been more active lately, but there is no change in prices, which are 9½ to 10c.

MAPLE PRODUCTS—In maple products a fair trade was reported and prices show no change. Syrup sold at 50c. per small tin; 55 to 60c. per large tin, and at 4¾ to 5c. per lb. in wood. Sugar met with a fair sale at 6¾ to 7c. per lb.

BEANS—Business in beans was dull at 55 to 60c. in car lots, and at 65 to 70c. in a small way.

POTATOES—The market for potatoes was quiet at 35 to 40c. per bag in car lots, for choice lots.

ONIONS — Red onions are in very light supply and prices are firmer than they were, at $2.50 per bbl. for good sound packed stock.

HOPS—Steady and unchanged at 12 to 13c. for 1896 crop, and 5 to 6½c. for yearlings.

TALLOW—Continues quiet at 1¾ to 3c., according to quality.

HONEY—Quiet. White clover selling at 9c. and extracted 6 to 8c.

PROVISIONS.

There has been a good demand for hams and bacon for the Easter trade, and as supplies are not large the tone of the market is firm at the recent advance. In pork and lard trade is quiet. We quote: Canadian pork, $12 to $13 per bbl.; pure Canadian lard, in pails, 6 to 6½c., and compound refined at 4½ to 5c. per lb.; hams, 10 to 12½c., and bacon, 10½ to 11c. per lb.

FLOUR, MEAL AND FEED.

The flour market has ruled unsettled and irregular, and prices are lower in some cases than a week ago. For winter wheat patents prices show a decline of 5 to 10c., per barrel with sales at $4.25 to $4.40. Ontario straight roller is quoted at $3.85 to $4, but dealers state it is almost impossible to obtain the outside figure. In regard to choice Manitoba strong bakers' outside dealers state that sales are being made at $4.25, but millers still continue to quote $4.40 to $4.50, and spring patents at $4.60 to $4.70. Outside brands of strong bakers' are selling at $4.

The tone of the feed market is steady and values show no change. Manitoba bran is quoted at $12, and shorts at $13 per ton, including bags. Ontario bran is held at $12, and shorts at $13 per ton in bulk.

The tone of the market for oatmeal is easier, and although there has been no actual decline in prices, dealers state that it is difficult to make sales at present figures. Rolled oats are quoted at $2.70 to $2.80 per barrel, and at $1.35 to $1.40 per bag.

BALED HAY.

There was no change in the situation of the hay market. The demand for car lots is fair and sales are being made $9.50 to $10 for No. 1, and at $8.50 for No. 2 per ton, on track.

CHEESE AND BUTTER.

There was no change in the local situation of the cheese market. A few lots of fodder cheese arrived and were taken on the basis of 10¼c., and no material change from this level is expected until business in the country opens out in earnest.

Butter exhibits an easier tendency under steadily increasing receipts of new creamery, almost 10,000 packages having been received here since the middle of last month. Offers were made to-day of creamery at 19½c., and 19 to 19½c. was the general idea to-day, although possibly a fraction more might still be obtainable for special parcels.

MONTREAL NOTES.

American buyers have almost cleaned the market up here of red onions.

The first fruit steamers have sailed from the Mediterranean for Montreal.

The supplies of low-grade Japan and black teas in first hands are almost all absorbed.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., April 15, 1897.

BUSINESS during the week has been but fair. Another item of groceries which it is thought may have a duty placed on it is fine salt. Collections are but fair. Some blame lies with the wholesale dealers, who are not sharp enough in collecting accounts and too easily agree to renewals. In cream of tartar the market is rather easier.

OIL—There is nothing new to report. Prices remain unchanged. Dealers are finding increased demand for lubricating. Many buyers, unable to wait longer to see what the change in duty will be, are buying, though in such quantities as they need for immediate use. Sale of burning oil is light. We quote: Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c.; prime, 16 to 17c.

SALT— There is less salt here at this time than it was expected there would be, owing to a steamer going ashore on the Nova Scotia coast bound for here with some five thousand sacks on board. The arrival, however, of another steamer from Liverpool with a large quantity on board (some 20,000 bags) prevents any shortage and allows all orders to be filled promptly. Quite a quantity of the latter cargo is fine salt. The importers are pleased to receive it before the tariff is brought down. A duty on factory-filled salt would not surprise, as the fine salt interest of Canada is a large one. We quote as follows: Coarse, 43 to 45c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz

CANNED GOODS—The feeling is upward, but dealers have hard work to get advanced prices. Many are holding peas and tomatoes rather than sell below their ideas. Salmon is in fair demand, and prices are not more than maintained. The presence of some cheaper grades on the market rather weakens it. Lobsters are becoming a luxury. The high prices affect the sale very much in the local market. Demand for sardines is small, and chiefly for French. The local packed are shipped west. We quote: Corn, 65 to 70c.; peas, 75 to 80c.; tomatoes, 80 to 85c.; gallon apples, $1.75 to $1.80; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.40 to $1.50; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.75 to

You Know it is Lent

And we want you to know that we sell . .

GOLDEN HADDIES

The most **POPULAR** canned fish put up, and for which there is a big demand during **LENTEN SEASON.** Only the **VERY BEST FISH** are used, and they are smoked and packed immediately after being caught.

Delicious, Delightful and Delicate

Put up in full pound cans

NORTHRUP & CO.

Packers' Agents, ST. JOHN, N.B.

LEONARD BROS.'

Montreal House

Are offering their usual large variety of

Fresh Frozen Fish

FRESH AND SALT WATER

Ask for Quotation

24 and 26 Foundling Street

MONTREAL

MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . .

JOHN E. MARSHALL

118 Commercial St.,

Boston.

D. H. RENNOLDSON,

Agent in Montreal.

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

The World's Best
must be good, safe and profitable enough for every Grocer to handle.
COTTAMS BIRD SEED
occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

APPLES
FOR EXPORT.
We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.
DAWSON & CO.
32 WEST MARKET STREET
Correspondence Solicited. **TORONTO.**

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
MCWILLIAM & EVERIST
GENERAL . . **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

Ham and Eggs
This is the correct thing for Easter. We can supply you with both. Send on your order early, so as to ensure a supply of "Star Brand" Hams. Also English Breakfast Bacon, Spiced Rolls and Backs. All sugar cured and the very best that can be made.
F. W. Fearman
HAMILTON

$1.85 ; pineapple, $2.25 to $3 ; salmon, $1.25 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.15 to $1.25 ; clams, $5 for 4 doz ; chowder, $2.60 to $2.75 for 2 doz. ; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—Valencia oranges have been quite scarce here this week. The arrival of the last Liverpool steamer caused quite a rush with the fruit trade. The stock arrived in splendid shape. Californias continue to have a light sale. A few California bloods have been in the city. In lemons sale is better and prices quoted higher. A few cranberries are being imported, but there is a light sale. Quite a large stock of soft goods are here. Apples have a steady sale and a good price is obtained for extra grade. Average stock sells low. First regular shipments of loose bunch bananas are being received. It is too early for large sales. Lettuce has a steady sale at 60c. per dozen. We quote : Messina lemons, $3 to $3.50; oranges, Valencia, $3.50 to $5 ; California oranges, $3.55 to $4 ; bananas, $1.50 to $2.25 ; apples, $1 to $3 per bbl. ; cranberries, Cape Cod, $3 to $7 per bbl.; bog cranberries, native, $3 to $4.

DRIED FRUIT — At this season there is but a limited sale for these lines. Some 4-crown loose muscatels (California) are offered here rather lower and quality is good. They were bought at a bargain. The raisin market shows no change. Onions are now sold almost entirely by the crate. First shipments of New Bermndas are here. Evaporated apples are rather firmer ; good stock is scarce, and holders feel confident of better prices. California prunes have a fair sale. Market tends firmer, particularly for the smaller sizes. We quote : Valencias, 5¼ to 6c. ; California L. M. 3-crown, 7¼ to 7¾c.; London layers, $1.75 to $2 ; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 5c.; onions, $1.40 to $1.50 per crate; cocoanuts, $3.25 to $3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8¼ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Market is higher and held very firm. The local price, however, works up slowly and is only about the same as that asked by the refineries. Sale is hardly as

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
$2.50 per case ; 80c. gallon.
THE AMHERSTBURG VINTAGE CO Amherstburg, Ont.

KEEP ONLY THE BEST
For your customers.
It pays in the long run.
BROCK'S BIRD SEED

Is admittedly the cleanest and best on the market.
ALL WHOLESALERS . .
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker, Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

EASTER
ORDERS FOR
HAMS AND BACON
Are coming now. Be in time
SEND YOURS . .
The WM. RYAN CO. Ltd.
Pork Packers - Toronto

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

PICNIC HAMS
Are the best value in the market today, and "MAPLE LEAF" Brand is the best in quality, cut and cure.
Write for prices.
D. GUNN, BROS. & CO.
Pork Packers
76-80 Front Street East, TORONTO

FRESH ARRIVALS
FANCY { CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.
HUGH WALKER & SON
GUELPH, ONT.

active, though higher prices are looked for. Stocks here are large. We quote : Granulated, 4¼ to 4¾c.; yellows, 3⅛ to 3¾c. ; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES — The West India steamer, which arrived this week, brought 350 casks Barbadoes, and 90 casks St. Croix. As the quality of the Barbadoes this season is good and price very low, it will affect the demand for Porto Rico, some of which is expected shortly. Some New Orleans continues to arrive. There is a good demand, but price, now that Barbadoes is landing low, affects the sale. We quote: Barbadoes, 25 to 28c.; Porto Rico, 27 to 28c.; New Orleans, bbls., 26 to 28c. ; Antigua, 24 to 26c.; syrup, 36 to 38c.

DAIRY PRODUCE.—Butter has a better demand, and good butter is scarce. There is, however, not expected to be much advance in price. Eggs keep scarce and have a steady sale. Retailers must be losing money; at least, not making any. They are trying hard to keep the price at 12c., but they find it hard to buy at that, this week eggs having sold freely by the case for a cent more. In cheese, the new which has arrived is very nice. While prices are a little below first shipments very little change is looked for. As yet dealers buy in small quantities. It is expected New Brunswick and Nova Scotia factories will start early this season, and after that there is no demand for the Ontario made. We quote : Dairy butter, 14 to 18c.; creamery, 20 to 21c.; prints, 20 to 22c.; eggs, 12 to 13c.; cheese, 11½ to 12c.

FISH—Except in fresh gaspereaux there is little excitement. The catch of these fish has much improved and prices are lower. So far, those caught have been sold either fresh or smoked, but in a week they will begin to pickle them. Owing to a better market in Cuba, dried hake, which were very flat, have shown better value. This is, however, a market easily overstocked. Dry hake are the best dry fish we have for a hot climate. In halibut the supply is better and prices quoted lower. In smoked herring rather better prices have ruled this week, but they are still low. Dry cod and pickled herring are dull. In kippered herring the season is about over. Bloaters still have some movement, but at low figures. There are no lobsters to speak of offered. We quote : Large cod, $3.25 to $3.50; medium, $2.75 to $3; pollock, $1.15 to $1.25; bay herring, $1.30 to $1.35 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl, $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box ; Barrington, $3.25 per bbl.; Shelburne, $3.50 per bbl.; lobsters, 4 to 12c. each, small.

PROVISIONS—Prices continue very firm, but there is not a large sale. Some merchants make the mistake of setting barrel pork and beef on end. This should never be done, except where a merchant might be retailing from a barrel. Hams and rolls we mark higher, particularly the former. Some of our local curers have been shipping quite a quantity of smoked meat to Boston. They expect to be shut out by the new American tariff. We quote : Clear pork, $14.50 to $15.50; mess, $12 to $13 ; plate beef, $12 to $13 ; hams, 11½ to 12½c. ; rolls, 8 to 8½c. ; pure lard, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—Prices in flour tend lower and buyers are offish. Oatmeal is steadier, but there has been no change during the week. Oats tend higher. Cornmeal also seems firmer and there is a large sale. During the week it has been somewhat scarce. About all used here is local ground. Beans are quiet and stocks held large. Sellers west are not pushing business. Prices are very low and recover very slowly. Middlings and bran keep high, but there is little sale here. Our dealers are just beginning to sell seed freely. They are well stocked, and bought low. The American seeds are low this year. We quote : Manitoba flour, $5 to $5.15 ; best Ontario, $4.60 to $4.65 ; medium, $4.30 to $4.40 ; oatmeal, $3.15 to $3.20 ; cornmeal, $1.80 to $1.85; middlings, car lots, in bulk, $15 to $16 ; bran, do, do, $14.50 to $15 ; hand-picked beans, 85 to 90c. prime, 70 to 80c.; oats, 32 to 33c. ; hay, $11 to $12 ; barley, $3 ; round peas, $1.15; split peas, $3.10 to $3.25 ; yellow eye beans, $1.50; timothy seed, Canadian, $2.20 to $2.40; do. do., American, $1.65 to $2 ; clover, 9 to 9½c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

James Patterson received some fine fresh halibut this week.

D. W. Hoegg & Co., canners, of Fredericton, are always on the lookout for new markets. They expect this season to try Mexico.

Sussex merchants are finding business good this spring. Both W. B. McKay & Co. and S. H. White are increasing their warehouse room.

Maple sugar and syrup are now coming into the market freely. This province produces quite a quantity, but some is brought here from Quebec. The Quebec sugar is not popular.

The usual spring steamer from Antwerp arrived this week. Glass, cement and gin made up the larger part of the cargo. There were 9,500 cases glass, 1,200 bbls. cement and 1,400 cases gin.

A quantity of apples went forward to the English market via St. John last week, one shipper sending 600 bbls. Further shipments are expected this week. The bulk of the apples go via Halifax.

A. O. Hastings, the representative in these provinces for the Lake of the Woods Milling Co., is going to the West Indies in the company's interest. While he is away his place will be taken by W. W. Hutchinson.

In a barrel of onions sold by Baird & Peters this week was found a few which in their roots had small, very small, bits of gold. It is thought the land in which they were grown must have been the bed of a stream at some former time.

The Dominion Express Co. have introduced a new idea, at least for St. John. They are establishing agencies over the city where their money orders can be bought. This is particularly appreciated by those living in the outlying parts of the city. They have also reduced the rates on amounts up to $10.

The Exhibition Association of St. John did not succeed this year in getting a grant from the Local Government. They were told one reason of its refusal was the opposition of the city to the proposed tax on commercial travelers. It is, however, expected that there will be an exhibition, and the citizens are now subscribing to a guarantee fund.

Another regular freight steamer has been lost on her way from Liverpool to St. John. It is the steamer Assaye, about 5,000 tons, the largest steamer coming here. Beside local freight, she had a large quantity of goods for the west, including 3,000 boxes oranges. Over 150 cars of freight had already been secured for outward cargo. Another boat will be put on at once.

Fresh lobsters are quoted lower in Boston. Up till this time prices have ruled high. The quantity of lobsters shipped from Yarmouth, N. S., in 1896, to March 31, was 7,579 crates, valued at $88,906 ; while till March 31, 1897, the quantity was 7,793, valued at $94,401: It is said that Tusket River, Yarmouth, salmon sold in Boston last week as high as 85 to 90c. per pound.

CALIFORNIA LEMONS.

The Arlington Heights Fruit Co., of California, advise their Toronto agents that they have begun picking their crop of lemons and are now open for orders on both fancy and choice grades. "There is no doubt," they add, "the California lemons will soon take the place of the foreign fruit." Some of this firm's pack of lemons were recently shown in New York and sold for a fancy price at auction.

Lemon-growing is a new departure in California.

New, Large Roll Butter

PUT UP NEATLY IN HALF-BBLS.

We have

Extra Choice Hams, Bacon, ETC.

For Easter Trade. Order Promptly.

PARK, BLACKWELL & CO., Ltd.

Packers and Provision Merchants,
TORONTO

Boeckh Makes Good Brooms

Good Brooms will make more money and friends for you (especially among your women customers) than almost anything else you carry in stock. Boeckh's Brooms are great friend makers for the store. They are made on honor. "Your Money Back if you want it"—to verify our statement.

Brushes
Brooms
Woodenware

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

Montreal Branch: 1 and 3 De Bresoles St.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.

Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

Success in Selling

Depends upon the quality of the article sold . . . .

In Tomato Catsup

There is none better than we make. Put up in glass or wood.

Write for quotations.

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

RIO COFFEES

Now in store ex ss. Imperial Prince, a choice selection high grades. . . . . .

WARREN BROS. & CO.

TORONTO.

DO YOU WANT

COCOANUT?

Packages or Bulk

If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

A Certainty

is better than an uncertainty at any time. Don't experiment on your customers any more than you have to.

Excelsior Coffee

has always been a favorite, and it is a profitable article in constant demand. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

French Sardines

AGATHOS

With Key Opener

Genuine Sardines packed in the Purest Olive Oil.

PERKINS, INCE & CO.

TORONTO.

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave

Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

ANY OLD THING FOR GROCERIES.

IN the region near the markets, a little north, perhaps, there are certain stores that deal wholly in the so-called "necessities of life." The fact that the goods offered are, to a very large extent, of inferior quality, is proven by the class of customers who call there, says New England Grocer.

The writer has stood in front of one of these stores and watched the people who go in.

Almost without exception they are people who are after the greatest quantity for the least money, and to whom quality is no object.

The writer stopped in front of one of these stores the other day, attracted by a sign which said: "12 lbs. Tea for $1."

The writer asked the clerk what kind of tea it was, and he said, "Any kind."

The same reply was given with regard to coffee, which was advertised at 5 lbs. for $1.

We have made some enquiry about the tea. Tea cannot be manufactured. Whatever the price, it must be pure tea. The question comes on the quality. The retail grocer knows that there is no tea which he could sell to his family trade which could be sold for that price. From 50 to 60c. is the popular price, and with some classes of trade 75c. is about the average. The mystery with regard to this tea is that the poorest, dusty tea is worth more than ten cents per pound, and in all the importing and jobbing houses in Boston not enough sweepings are produced to supply the demand of these stores. And even if there was, it would be worth more money.

Where, then, does it come from? It is a practical impossibility for a tea grading below the fixed standard to get into the country.

These stores claim to purchase direct from the importers.

As for the coffee, we have made up our minds with regard to that and have no word to offer. In the coffee, however, we think we scent an old trail taken up and followed some years ago.

St. Albans, Vt., creamery butter is advertised at 20 cents per pound.

At our request, a man who knows all about butter went in and asked the price. He was given the figure.

"Is it very nice butter?" he asked.

"Yes, very nice," the clerk answered.

He asked to be shown a 5-pound tub, and tasted it.

In reporting to us, he said: "When I tasted some butter from the middle of the tub and tasted the flavor of wood, I made up my mind as to its being St. Albans creamery. Nit."

Now, as to canned goods. The canned goods sold are healthy goods. To be sure, they are not what you and I, gentle reader, would place on our tables, but they are healthful eating. They are not even "swell-heads," but any one knows that, for various natural reasons canned goods can be purchased to sell at any price.

"Five gallons Porto Rico molasses for $1.50."

Came from New York, probably. That being the case, we do not need to enter into detailed explanations.

"Best laundry soap, 32 full-sized bars, $1."

No brand is given, and none appears. There are hundreds of soaps of no standing on the market, and of no real value.

Without a doubt the most of the low-priced goods sold are cheap, damaged stuff—on which, even at the prices asked, there is a good profit.

We are fully aware that there are some standard goods sold at less than the regular wholesale price; but what stores lose on a few such goods they probably more than make up on the cheap stuffs, so they can well afford to offer a few good things as a bait.

But in this latter respect we fail to discover why they are doing any worse business than the large department stores in Boston.

WANTED! We want the best grocer or wine merchant in every town in Ontario to handle exclusively

"CANESDA"

Mineral Water

"**Canesda**" is being used by the best families in Toronto, and the analysis as given below proves it to be a first-class mineral water. The price of this water and the attractiveness of the label, combined with the good mineral qualities of "**Canesda**," make it the most satisfactory table water to handle for quick and profitable results.

ANALYSIS

(Per Wine Gallon)

Sulphate of Potassa	0.767
" " Soda	0.126
Bicarbonate of Iron	0.669
" " Soda	1.925
Alumina and Silica	1.449
Chloride of Potassium	1.225
Bicarbonate of Lime	16 507
" " Magnesia	9.812
" " Potassium	0.171
Organic Matter	0.125

WRITE US AT ONCE.

Canesda Mineral Water Co.

51 Colborne St., TORONTO, ONT.

Heinz's Pickles.

Heinz's Baked Beans with Tomato Sauce saves time and labor, hence money. No dish more palatable and wholesome. Grocers note that the best demand is in warm weather, and stock up now.

Other Popular Specialties

SWEET PICKLES **TOMATO CHUTNEY**
INDIA RELISH **TOMATO KETCHUP**
ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

SUGAR STATISTICS.

The weekly report on raw sugar made by Willett & Gray shows : "Receipts, 70,379 tons. Meltings, 35,000 tons. Total stock in four ports, 360,333 tons, against 324,954 tons last week, and 145,076 tons last year. The six principal ports of Cuba by cable for week : Receipts, 14,020 tons ; exports, 17,000 tons ; stock, 66,484 tons, against 70,264 tons last week and 44,215 tons last year. Total stock in all the principal countries, 2,877,817 tons, against 2,355,258 tons at same uneven dates last year and 2,151,659 tons at the even date of April 1 last year. Afloats in the United States from all countries estimated, 90,000 tons, against 60,000 tons last year. Stocks in the United States and Cuba together of 426,817 tons, against 395,218 tons last week and 189,291 tons last year, a plus of 237,526 tons over last year. Stocks in Europe, 2,451,000 tons, against 2,504,000 tons last week, and 2,165,967 tons last year. Total stocks of Europe and America, 2,877,817 tons, against 2,899,218 tons last week and 2,355,258 tons last year at the same uneven dates. The excess of stock is now 522,559 tons, against an excess of 500,657 tons last week, and a deficiency of 6,733 tons Dec. 31, 1896. Afloats to the United States include shipments of 34,700 tons last week from Hamburg and Bremen. Freight room has been engaged for 20,000 tons. Shipments include 6,800 tons refined."

A NEW MINERAL WATER.

A new mineral table water is being put upon the market. It is named "Canesda." Its purity and excellence have been settled beyond peradventure by analysis, and it is put up in handsomely labeled bottles. A number of the leading citizens of Toronto and Hamilton have pronounced it good and they are now using it regularly. In price it is much cheaper than most mineral waters upon the market, thus overcoming one of the chief difficulties to the general use of mineral waters by people of all classes and conditions. A company, to be known as the Canesda Mineral Water Co., is being organized, with Mr. Henry Wright, of MacLaren's Imperial Cheese Co., as president. The company is now looking for desirable agents in every town of the Dominion.

Lucas, Steele & Bristol : "Do you want a perfect baking molasses ? If so, order 'Bargain' from us. It is in barrels and halves."

"Our 'Gilt Edge' marmalade in 7-lb. pails is gaining us trade every day," say Lucas, Steele & Bristol. "Quality is equal to many imported brands."

WHERE NEXT ?

The Rigaud Mountain Syrup Co. had an advertisement in one issue of THE GROCER. They sold most of the output in the Northwest and British Columbia, but had not enough to fill all the orders they received. They were very much surprised at receiving an enquiry from Germany, saying they had seen the advertisement in THE CANADIAN GROCER.

Next season they may hear from more distant parts, for if Dr. Nansen reaches the Pole the first thing that will likely meet his eye will be the subscription agent waiting for his signature for THE GROCER.

Robert Greig & Co. have a stock of Buchanan's Scotch and home-made marmalade in tin and glass jars.

Robert Greig & Co.'s factory has been working nights lately to keep up with the demand for the "Crown" brand extracts. Large shipments were made last week to both eastern and western points.

"Empire" baking powder is packed in 2 and 4-dozen cases. The package is a handsome one and sells briskly. Lucas, Steele & Bristol have registered this "Empire" brand.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

THE EBY, BLAIN CO., LTD., report the arrival of a shipment of "Plymouth Rock" gelatine, both pink and white. They say that there is an active demand for this article.

Another direct shipment of Ceylon teas is arriving this week for the Davidson & Hay, Ltd.

Barbadoes and bright New Orleans molasses received this week by H. P. Eckardt & Co.

Several large consignments of Indian and Ceylon teas arrived this week for the Eby, Blain Co., Ltd.

Clemes Bros. have a shipment of new season's Egyptian onions due at the end of the week.

The Eby, Blain Co., Ltd., are in receipt of a shipment of Japan teas which they claim are exceptional value.

The Davidson & Hay, Ltd., report that they are showing some extra values in medium bright syrups in half-barrels.

The Eby, Blain Co., Ltd., are offering some fancy Eleme table figs in bags of about 50 lbs. at a low figure.

H. P. Eckardt & Co. are offering maple syrup in gallon cans, made in Eastern Ontario, where the best comes from.

The Davidson & Hay, Ltd., offer fancy evaporated apricots and peaches at cut figures in order to clear out stock.

D. Gunn, Bros. & Co. report the demand for their hams and breakfast bacon as unusually brisk for this time of the year.

"'Oriole salmon,' with handsome gilt label, quite equal to the best, we are quoting at low figures," report T. B. Escott & Co.

T. Kinnear & Co. report that they are offering "U" brand Sphinx prunes at reasonable prices; also California prunes all sizes.

The Davidson & Hay, Ltd., report a large number of orders received for "Washington" lye, as advertised in last week's GROCER.

T. B. Escott & Co. have received several large shipments of tea from India and Ceylon, which they are offering to the trade at low figures.

Bart Cottam & Co. wish to draw the attention of the trade to the reduction in the price of some of their brands of bird seed, as quoted on page 40 of this week's GROCER. "Cottams Bird Seed," however, remains at the same price, as this brand is manufactured under six patents.

"We have still some of the great bargains in corn and peas left, and shall be able to offer them for a few days longer," write T. B. Escott & Co.

Perkins, Ince & Co. have arriving a shipment of French sardines in olive oil. It is the "Agathos" brand with key opener, and the quality is highly recommended.

An attractive package jelly in powdered form is the latest addition to the output of the factory of the Pure Gold Manufacturing Co. Their travelers show it this week for the first time. The quality is most excellent, and they anticipate a large sale.

The F. F. Dalley Co. state that they had intended to make an exhibit at the Pure Food Show held last week in Hamilton, but through the rush of business and delays in getting labels they had to forego the opportunity of showing the public the fine package goods which they put up.

T. B. Escott & Co. have just received one carload three-crown molasses in barrels and half-barrels. "This is extra quality," writes the firm, "and we are selling at low price. One car dark molasses we are offering very cheap. A carload of sal soda, bought before the recent advance, we are offering at low figures."

NO RIGHT TO ASK IT.

Customer—Say, that shirt you've got there in the show case is 50 cents, isn't it?

Merchant—Yes, sir.

"I see it's got a No. 15 neck, too. That's the size I wear. I want one just like it."

"Yes, sir. Here's one that we think is a little better at the same price."

"This doesn't suit me as well. I want one of the same kind as that one out there."

"Yes, sir. How will this style do? You notice it has a better binding around the ——"

"No; that isn't what I came in to buy. I want a 50-cent shirt of the kind you're exhibiting in that show case. How many more times have I got to tell you?"

"That's no better shirt than these I'm showing you. In fact, it isn't as good. We haven't more shirts like that, anyway."

"All gone but that?"

"Yes, sir."

"All right. I'll take that one."

"Well, I guess not. That's my sample."

TO CURE SHEEPSKINS.

In curing sheepskins the skin should be laid on a smooth board, with the wool side underneath; stretch well and fasten down with tacks. All bits of fat, etc., should be well cleaned off, and the skin well brushed over with a brush and a solution of salt and water. Dissolve 3 oz. saltpetre in 2 quarts of warm water, and brush over several times daily for about twenty-one days with this solution.

TO SHUT OUT CANADIAN BEANS.

IT is expected by all authorities on the bean market that the great increase in the duty on beans will permanently advance the market price for at least medium and pea beans in all American markets. It is stated that the only reason these grades of beans have been so low during the past several months is that the Canadian beans have been allowed by the low duty to come to this country in competition with them.

Under the old tariff law beans paid 20 per cent. ad valorem. Under the new Act they will pay 50 cents per bushel of 60 pounds, which is an approximate increase of 100 per cent. The bulk of the medium and pea beans which are imported comes from Canada. New York, Michigan and the Western States all produce large quantities of these beans, and it is estimated that the supply raised in all parts of this country is fully ample for the American demand. The Canadians, however, working under considerably less expense, have raised large quantities of both medium and pea beans, and have sent them here at a lower price than those raised in this country. The price on both grades is at present lower than it has ever been before. During the last few weeks both have sold from first hands at 82½c. per bushel. While Canada exports no marrow beans, these have also declined in this country in sympathy with the other grades.

Undoubtedly the price of beans will be considerably higher all around if the Canadian beans are excluded, as the Philadelphia bean handlers expect they will be after the new tariff goes into effect. The new rates are believed to be almost prohibitory, and they may raise the price in this country to such a point that even at a higher duty the Canadian beans can still come in here and undersell the American.—Grocery World, Philadelphia.

KEEN'S PUPPIES.

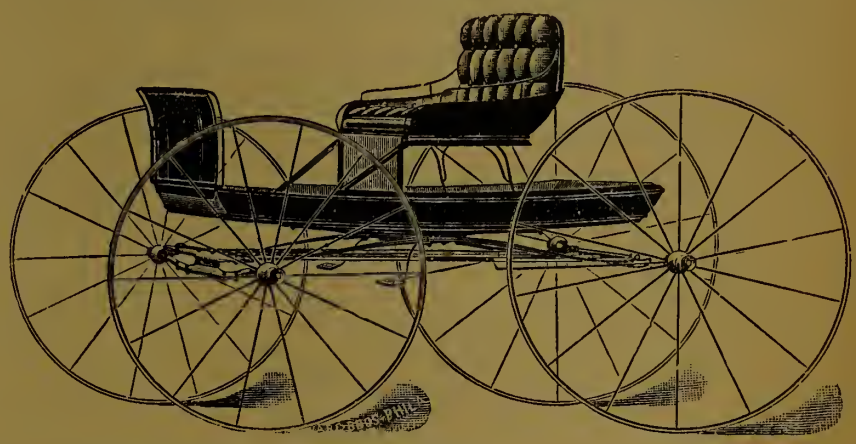
Frank Magor & Co., of 16 St. John street, Montreal, the Canadian agents for Keen's mustard, write as follows: "We recently distributed a large number of Keen's show cards throughout Canada and made special efforts to get at outlying districts through THE GROCER. Quite a few responded to our offer to forward, free of charge, copies of 'Tickets Please,' fox terrier with puppies, etc. These are now going out of print, so please apply early if any more are wanted."

A buggy almost for nothing

We have bought up a large number as shown in cut, and can sell you one with a bill of

Pure Ground Spices, Baking Powder or Coffee

at a price that gives it to you away below actual cost. You can have a delivery wagon in the same way if you prefer it. You can rely on the quality of these goods—both Spices and Wagons. We guarantee the Spices to be perfectly pure, and we give you the maker's guarantee with your vehicle.



DROP US A LINE FOR PARTICULARS

THE TORONTO COFFEE & SPICE CO. LTD.

H.H. SUYDAM. PRES. J.D. ROBERTS. VICE. PRES. J.A. WATSON. SEC.

FISH BISCUITS.

THE St. John's N.F. correspondent of The Fishing Gazette writes his paper as follows; "In a previous letter mention was made of what is likely to prove a valuable industry to Newfoundland—an industry which will use up many quintals of codfish. We refer to the Sahlstrom fish biscuits. The writer had an interview with Prof. Sahlstrom yesterday, the gist of which is as follows:

"All kinds of fish can be used as raw material, but cod, haddock, flat fish, etc., are preferable. The fish can be used fresh, salt or dried; every nutritious and soluble part of the fish is utilized, which means a saving in raw material of over 30 per cent.

"Other ingredients are used in the manufacture of these biscuits which highly increase their nutritious value, and the professor claims that they contain more nutritious matter than any other food sold at at the same price. Certain it is that a large percentage of phosphor is contained in them. Being perfectly dry the biscuits will stand any climate. They are free from water and are very light in weight—16 to the pound.

"A factory for manufacturing from 2,000,000 to 5,000,000 pounds of these biscuits will cost from $12,000 to $25,000. The professor says: 'It is my intention to try to start a factory on a large scale in Newfoundland, but it will probably be some time before I can get any quantity on the market. I have applied for a patent for Newfoundland and intend doing the same for other countries.'

"The cost of manufacture is about 4 cents. Add 2 cents as profit to the manufacturer and 2 cents to the retailer; they can be sold to the public at the low price of 8 cents per pound. As when properly soaked they absorb from once and a half to twice their weight of water, this food will be so cheap as to be within the means of the poorest classes.

"I have mailed some samples to fish dealers in Boston and New York and to the editor of this journal, to whom, also, I have sent directions for cooking, and I think all will agree that to introduce such a food into the United States—a cheap and wholesome food—would confer a boon upon the rich and poor alike."

JAMIESON'S BISCUITS.

The Jamieson biscuits, manufactured by R. E. Jamieson, of Ottawa, are among the best values on the market. It is only a year since the goods were first introduced to the trade and now there is a demand for them all over the country.

CALIFORNIA FRUIT CROPS.

In its last issue The California Fruit Grower says regarding frost damage in California: "The weather has moderated, rain is falling and the danger from frosts has passed for the present. Our reports by wire and mail indicate considerable damage by frost in many sections of the state. At Chico, Vina and Red Bluff the apricot and almond crops are reported ruined, and some damage to peaches. In the San Joaquin Valley, below Fresno, the damage to apricots and peaches has been heavy. In the Napa and Sonoma Valleys some damage has resulted. But the state as a whole has not suffered nearly as much as the early reports indicated. The prospect for the prune crop continues good, with but little damage reported."

THE RICE CROP.

Wm. G. Hale & Co.'s circular, Saigon, March 6th, says of rice: Market of late unsettled and closed somewhat easier; supplies continue to come in freely. Demand for Java has entirely increased; that for Japan has slackened; fresh contracts made for Europe; No. 7 white, steamer milled, $3.45 for round; No. 2 do., $2.80. Exports of white rice, cargo Erie and Paddy, this year to March 6th, 2,006,200 pounds.

PERTINENT SHOP TALK.

A CHAIN
Is no stronger
Than its weakest link.

Theories are all right.

But facts sometimes refute them.

You may make all sorts of rules for the conduction of your business.

But one of your clerks can do more damage by breaking these rules

Than you can undo in a year.

Take the question of returning goods.

Let me give you a little instance.

There is a grocery store very near the railroad station.

I pass it twice a day.

The proprietor usually keeps his windows attractively dressed

And frequently has something in them in the way of a tempting bargain.

Not a great while ago it was pineapple cheeses.

I went in and bought one.

Before any great amount of it had been eaten, it became entirely too lively to stand still in the cheese dish.

While I like cheese, I object to maggots.

I took that cheese back.

I suppose some of the live stock may have gotten away.

The only way to have held them would have been to put in a sealed package.

When I returned it to the clerk, I told him I would come in and see about it on my way to the train at night.

When I called at night, the clerk practically called me a liar.

He also said there was no live stock in the cheese.

He also averred that they had never before had any complaints.

I asked him if he proposed to give me a new cheese for it, and he referred me to the proprietor.

The proprietor "had never heard any complaints regarding the cheese."

Could not find any skippers in it.

And as his clerk had done, practically called me a liar.

The fact that there were holes in the bottom of the cheese where probably the worms got in, and a big hole in the top where they were probably scooped out by the ingenious young clerk after I had left, seemed to have no weight with him.

He simply intimated that I was a swindler, and, while he did not say so, implied it.

Now I go by that grocery store twice a day, but instead of calling in there and buying something three or four times a week, I go by without stopping.

He frequently has tempting bargains in his window.

But they don't tempt me.

There's another grocer next door.

It's just as handy to trade with him.

In direct contrast to this is the treatment I received from another grocer in this city.

Having bought a half dozen cans of tomatoes, I found that the first one opened was poor.

In fact, so poor that it could not be used.

Through some accident or mismanagement, the packing was not properly done, and the fruit had fermented.

On explaining this to the grocer, he immediately sent out half a dozen cans of another brand, without charge.

I told him that I would return the five unopened cans of the brand which had proved poor, and he stated that there was no need of that.

If they were poor, the grocer did not want them in his store, and I might dispose of them as I pleased.

There is quite a contrast between these two grocers, and perhaps if you guess real hard you may be able to decide correctly which one has my trade hereafter.

Let me give you another case in point.

Some time ago I bought at a store, which enjoys a national reputation, some collars.

I bought those which were recommended by the clerk.

After I had left the city I found that they were wrongly marked.

Instead of being the right size for my neck, they were too small.

Later, I endeavored to have them changed.

The clerk told me "that he could not guarantee these cheap German collars."

Now mind I did not ask for cheap German collars.

I took what he recommended to me, without asking regarding quality or price.

He recommended them and I took them.

They were marked the size that I usually wear.

When measured they were half an inch short.

But instead of trying to make it right with me, he took the high and mighty ground that it was my fault not to have bought better collars, or different ones.

I wrote to the proprietor of that establishment, stating that I had the impression that he enjoyed a reputation for fair dealing, but that this sample of fair dealing in his store was far from fair.

In return I received a letter from the manager of his haberdashery department, stating that

"It is almost disheartening to find that, with all the safeguards with which we surround ourselves for the protection of ourselves and our customers, such a thing could happen as the one mentioned in your letter."

That is just the trouble.

No matter how fair you may wish to be to your customers.

No matter how carefully you plan.

The fact that you have one clerk who is not of the right sort will do much damage to your business.

It is sometimes a case of something even smaller than this that will drive trade from your doors.

I heard a man say not long ago that he would never buy anything in a certain store again.

Because the cash boy was so long getting his bundle and returning his change.

These two latter instances occurred in department stores.

But similar episodes could happen in any kind of a store.

Keep your temper if you would keep your trade.

Be liberal if you want a liberal trade.

Even though the customer wants the lion's share.

It's policy—sometimes—to satisfy him.

What do you think about it?—G. E. B. P., in an exchange.

DEATH OF MRS. WARREN.

Mrs. Warren, wife of Mr. W. A. Warren, of the firm of Warren Bros. & Co., died on Friday last. The news of her death was received with pain by the grocery trade, for although the deceased lady was probably known by but few of the grocers, either in Toronto or in the country, the firm which her husband is a member of is necessarily widely known on account of its extensive business connections. THE CANADIAN GROCER extends its sympathy to Mr. Warren in the great loss which he has sustained.

PERSONAL MENTION.

Mr. E. Nicholson, commission merchant and broker, Winnipeg, passed through Toronto on Saturday en route for Montreal and New York. Mr. Nicholson will stop over at Toronto on his way back.

Washington lye in 5 and 10-cent sizes is for sale by Lucas, Steele & Bristol. The giving away of a ½ box with every five of 1776 powder is adding to sale of it. Retail price, 5 cents.

ROSE'S

WEST INDIA LIME JUICE

Is DELICIOUS, WHOLESOME and REFRESHING.

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.

Agents for Canada, LAW, YOUNG & CO. - MONTREAL.

ONE WAY OF "HOLDING UP" TRADESMEN.

AGNES REPPLIER, in a recent paper on "Enforced Charities," says that we prey upon the farmer for the benefit of the baker and help the butcher at the expense of the groceryman. Nothing could be more true.

The man who has anything to sell is expected to give to every charity that may choose to ask. We get up a supper in aid of the poor, and the baker is asked to contribute cake, the butcher to send chickens, the groceryman tea, coffee or sugar.

If we stopped at asking it would be one thing. But we not only ask, but expect a free contribution and a liberal one, given smilingly. A refusal is resented as some sort of personal affront.

We have our own pet scheme and contribute to it perhaps a dollar. We feel virtuous about it, because perhaps we honestly cannot spare the dollar.

Having contributed what we can, we then begin to solicit from our various tradesmen. We persuade ourselves that, "having things right there in the store," it cannot be any special expense to him to give us what we ask. We fail to realize that what he has in stock is his living and perhaps all he has in the world.

We forget, too, that we are only one of a hundred customers, each with a pet scheme to which the groceryman must smilingly contribute if he would keep his trade. There are many of his customers whom he does not dare refuse a little gift (or perhaps a large one), for he knows that so unreasonable is the purchasing public such a refusal means a mortal offence.

We all have ample opportunity to grow irritated at the manner in which the orders at the groceryman's are neglected. Nevertheless, in many ways he is a long-suffering man in the way of pecuniary losses through his customers.

Again, the thoughtless habit of devouring the goods set out for sight only is by no means an uncommon one. These people would not think of taking money they saw lying on the counter, and yet one is practically the same as the other. No one thinks of buying a few yards of muslin and then carrying off a spool of cotton which one has not paid for simply because it is exposed upon the counter.

But why not carry home cotton as well as eat prunes, apples or dates? The principle of one is no worse than that of the other. It all amounts to the same thing—taking from another his stock in trade for which we have not paid.

The above we find in The Philadelphia Call, although it has a pretty close resemblance to an article written for one of the Harper's publications a little time ago by Thomas Wentworth Higginson. We haven't made comparison, but there is certainly a "sameness" in sentiment. In any event it is mighty good doctrine. This holding up the grocer whenever a fair is held, demanding his goods, and compelling him to waste money in worthless advertising in fair papers has been carried too far. It is time the grocer said "Hold! enough."

CURRANT POSITION.

The available stock of currants in Greece is reported to be not over 5,000 tons, and the market there is strong with an advancing tendency. Spot stocks here are estimated at about 9,000 barrels and 11,000 cases, which, according to the Hills Bros. Co., is sufficient to last for several months at the present rate of consumption.

Zucca & Co. say of currants: "The market is firmer, and if a duty of 2c. per pound becomes law not many currants will be imported hereafter to this country. Greece is too busy just now in preparing to fight her old enemy, the Turk, with arms, and the whole of Europe with diplomacy, to think of so small an affair as currants."

"Yes," say Lucas, Steele & Bristol, "our 'Circle' tea books have been much appreciated. If any buyers have been missed advise us and we will forward same."

The New Tariff May Affect TEAS

WE CARRY FULL LINES . . . . . .

Japan Hyson Congou Ceylon and Package Assam Pekoes TEAS

Order now and secure for yourself all benefits of an advance.

THOS. KINNEAR & CO. 49 FRONT STREET EAST Wholesale Grocers TORONTO

LOSSES BY BAD DEBTS CAN BE REDUCED.

IT would seem, as credit has been a part of the commercial life of civilized man in all ages, that the system of judging and granting credits should by this time have become almost perfection, that losses from bad debts should now be confined to those debtors only involved by fire, flood or famine, writes Thos. S. Cousen in American Grocer. As a matter of fact, it is a question if losses generally by bad debts are not greater to-day than ever before; they certainly have not decreased in proportion to the decrease in the percentage of profits obtainable upon merchandise.

What, then, is the cause of these losses from bad debts?

In the writer's opinion an insufficient knowledge of the creditor's condition when the risk is taken, or too lenient course when the bill matured: in many cases both.

Almost twenty years ago when the writer was acting as manager for one of the leading mercantile agencies in a city on the Missouri River, one of the subscribers to that system was Mr. Mc., then and now the leading wholesale grocer in that section.

Making an enquiry upon a party one day Mr. Mc. said to me, "I have a first order from this man of a small amount, accompanied by the cash, but I want your report."

Lacking then the experience since gained, the writer asked what is the object of getting a report upon a man who is not asking credit? His reply was, "I always get all the information necessary to remove any and every doubt as to my knowledge of a man's actual condition, before the name goes on my books, then I mark on my ledger the terms and limit of credit I am willing to give him, and before any subsequent order is filled the ledger is consulted to see that neither have been exceeded.

When the bills of my customers mature, and if from any I receive a request for additional time, with the varied excuses usually given, I reply, "You can have all the time you want, but if I grant the additional accommodation I must be secured now; when you bought these goods upon the terms agreed upon, we two entered into a contract. I have kept my part of it, but you, by your request for further time admit that one of two things is true, first, either you overestimated your own condition when you entered into this contract, or, second, your condition has changed for the worse; in either case I, who have fulfilled my part of the agreement, should not be asked to assume the additional risk involved by your admission of a mistake or a misfortune."

Such has been the policy of this house, from their start in a very small way about fifty years ago until the present time, with this result: they sell the best trade in their section, (it was said of them, that they could paste their price list on the back of a ten-year-old boy and have him walk through the towns and he would secure the orders,) receiving promptly the money for goods sold, they discount all bills, and are in a position to buy in the largest lots their trade justifies, hence their customers are always sure that the prices quoted by them are the market.

They are rich and prosperous, while the majority of their competitors have fallen by the wayside.

They followed correct principles of credit giving in the first place by spending all the money necessary to furnish them with reliable data upon which to base their credits.

Many houses invest liberal amounts in improved machinery for manufacturing or handling merchandise, secure high-priced salesmen, in fact equip themselves with every "up-to-date" device applicable to their business, insure fully against losses by fire, every expense being generous until the credit department is reached, but there they "cannot afford" to invest in any additional systems or methods of obtaining information, or any additional clerical help to compile, analyze and gauge at its true worth the data received.

Many managers of credit departments seem to have fallen into a rut, and do not realize that other credit men, by a system of co-operation are securing the most valuable information regarding the condition of their customers by telling each other how high a line of credit has been given, how much, if any, is owing or due, terms upon which the account is sold, how payments are made, etc., and through this method of interchange they are reducing their losses.

TEA INSPECION IN CANADA.

Editor CANADIAN GROCER,—In view of the law that has recently been made in the United States for establishing fixed standards to prevent the importation of teas below a certain quality, it appears to us that some immediate action should be taken by importers to lay before the Dominion Government at Ottawa a similar bill, which will at once prevent the shipment into the Dominion of Canada of all teas (even though they may be on bills of lading "in transit to Canada") that may have been rejected by the various inspectors appointed by the United States.

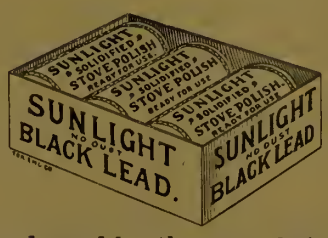
Viewing the situation that has developed through the passing of this bill in Washington from an independent standpoint, it seems to us that no time should be lost to bring about the passing of such a law at Ottawa. The effect of the United States bill referred to upon the tea trade of Canada is quite obvious and requires little comment from us. Suffice it to say that unless such steps are taken as will bring about the desired results without delay, every market in the Dominion will be flooded with rejected teas from the United States and the already over-abundant supply of inferior, and to the tea business detrimental, grades will be so materially increased as will absolutely prevent the sale and consumption of desirable teas, which at the present time can be procured at extremely low rates.

Yours, etc.,

DODWELL, CARLILL & Co.,

Foochow, China.

DO YOU KEEP THEM?



These goods are well known to consumers and are endorsed by them as being the best in the market.

FOR SALE BY ALL LEADING WHOLESALE GROCERS.

DON'T BUY A refrigerator until you have seen the

EUREKA

It is built on scientific principles, and of best materials.

A catalogue will give you all details.

ADDRESS:
Eureka Refrigerator Co.
54 Noble Street,
TORONTO.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St., MONTREAL.

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director.
W. C. MACDONALD, Actuary.

OUR . .

"VICTORIA" BRAND JAPAN TEA (Registered)

Is the best value ever offered on the market for so low a price. . . .

Write for sample and price. It will pay you.

LAPORTE, MARTIN & CIE. IMPORTERS **Montreal**

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !
Skilfully Blended ! !
Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

GILLARD & CO., LONDON, ENGLAND

MAKERS OF

Gillard's New Pickle

PACKED 2 DOZEN IN CASE

Single case lots $3.40, 5-case lots $3.30

Gillard's New Sauce

Single dozen lots $1.75
Barrels of 12 dozen $1.60

10 Gold Medals

have been awarded at the Pure Food Exhibitions held in England, giving ample proof of the great purity and delicious properties combined in these articles.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

All
the Arguments in the world

will not convince a man
if he doesn't want to be convinced—

But

when a grocer finds his Tea Trade slipping away from him he will listen to arguments.

The most convincing argument towards retaining and also increasing your Tea Trade is

"USE INDIA and CEYLON TEAS"

They are...

Clean
Pure
Healthful

Economical
and
Profitable.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

WOOLSON & MURDOCK (W. A. Woolson only), grocers, Ingersoll, have assigned to D. G. Cuthbertson.

W. J. Ewing, grocer, Petrolia, has assigned.

O. Tessier, grocer, Montreal, has assigned.

A. Vaillancourt, grocer, Quebec, has assigned.

M. J. Foley, general merchant, Osceola, has assigned.

H. Biccotte, general merchant, St. Fortunat, Que., has assigned.

D. J. MacDonald, general merchant, Sydney, N. S., has assigned.

J. C. Leclerc, boot and shoe manufacturer, Quebec, has suspended.

Lauthier & Co., general merchants, St. Telesphore, Que., have assigned.

O. Tessier, grocer, Montreal, is offering to compromise at 25c. on the dollar.

E. J. Hurdie, grocer and jeweler, Glencoe, has assigned to T. B. Escott, London.

A. A. Gagnier, grocer, Montreal, is offering to compromise at 25c. on the dollar.

W. F. Harrison & Co., wholesale grocers, St. John, N.B., has suspended payment.

A. P. Gillies, general merchant, Monckland Station, is endeavoring to compromise.

A demand of assignment has been made upon H. Blanchette, general merchant, Acton and Valracine, Que.

G. Baker, general merchant, Osnabruck Centre, has assigned and a meeting of creditors will be held on 21st inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Elias Salim & Co., general merchants, Quebec, have registered dissolution.

Trudeau & Frere, grocers, St. Cunegonde, have dissolved. Nap. Trudeau continues.

Northrup & Co., wholesale grocers, St. John, N.B., have dissolved, and J. H. Northrup continues under old style.

Richard Pickard & Son, general merchants, Exeter, have dissolved. R. Pickard continues under the style of the R. Pickard Co.

R. Y. Maybee, general store and grain, Vittoria, has admitted his son, E. W. Maybee, as partner under the style of R. Y. Maybee & Son.

Kinkead & Cline, wholesale and retail tobacco, Sherbrooke, have dissolved, and a new partnership has been formed by A. E. Kinkead and J. Webster.

Emery Bonneville & Co., general merchants, St. Remi, Que., have dissolved, and Emery Bonneville and P. Gagnon have formed a new partnership.

Hormisdas La Londe and Pharaide La Londe have formed a partnership in Montreal to carry on business as grocers and provision dealers under the style of La Londe & Freres.

W. Vipond, P. T. Peterson and T. A. Vipond have formed a partnership to carry on business as wholesale fruit dealers in Montreal, under the style of Vipond, Peterson & Co.. Vipond & Vipond have dissolved.

SALES MADE AND PENDING.

The assets of the Tiger Tea Co., Montreal, have been sold by auction.

The grocery stock of R. Ouimet, Montreal, has been sold at 50c. on the dollar.

The stock of P. E. Begin, grocer, Levis, Que., has been sold at 60c. on the dollar.

E. St. Amour & Co., general merchants, Acton, Que., are offering stock and property for sale.

The stock, etc., of the late John McDermid, grocer, Georgetown, are advertised for sale by tender.

CHANGES.

M. McArdle, grocer, Comox, B.C., is out of business.

A. Donaldson has opened a grocery store in Montreal.

W. Gauthier, grocer, Montreal, is retiring from business.

John Pratt, baker, Chatham, has sold out to James Greer.

G. Lavoie has opened a grocery store in St. Octave, Que.

J. C. Vigneault has opened a grocery store in Montreal.

S. Anseleybrook has opened a grocery store at Burford.

Z. Trudeau is opening a grocery store in St. Henri de Montreal.

Milette & Co., general merchants, St. George de Windsor ; Sarah Richard, wife of J. B. G. Milette, registered proprietress.

Alex. Mahoney has opened a general store in St. George, N.B.

B. Pepin is opening a grocery store in Montreal. So is J. A. Toupin.

Walter Middleton, grocer, Mount Lehman, has sold out to P. Alder.

R. E. Smith, general merchant, Kamloops, has sold out to John Beaton.

Frank Dowling, general store and drugs, Sydenham, has sold out to Albert Boyce.

F. Perrault is registered proprietor of the firm of Perrault & Co., grocers, Montreal.

F. Spofford, general merchant, Gorden Hill, has been succeeded by T. M. Little.

Ballantyne Bros., general merchants, Tiverton, have sold out to A. J. Campbell.

Christopher Kelly has opened a grocery store in Owen Sound. So has Robert J. Scott.

J. O. Menard has been registered proprietor of the grocery firm of Menard & Lecours, Montreal.

A. Liberman, general merchant, Yarmouth, N.S., has registered consent for his wife, Jennie A., to do business in her own name.

W. P. Brennan has opened a general store in Ste. Therese, Que. D. Cloutier, a general merchant of the same place, is selling out.

H. Blanchette, general merchant, Acton, Que., is removing from that place. Z. Cordeau, another general merchant of the same place, is removing to St. Hyacinthe.

FIRES.

C. E. Graham, teas and coffees, Toronto, has been burned out ; insured.

The offices of James R. Shields & Co., brokers, etc., Toronto, have been partially damaged by fire.

DEATHS.

John Junkin, groceries and crockery, St. Catharines, is dead.

Isaac West, of I. West & Co., groceries and fruit, Toronto Junction, is dead.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

HELLO!!! YES,
Certainly we sell
"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...
Canadian Cocoanut Co.
(J. Albert McLean, Prop.)
MONTREAL

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

COARSE, BUTTER, TABLE } **SALT** { ROCK, CHEESE, PACKER'S
VERRET, STEWART & CO. - MONTREAL, Que.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**
A Perfect blend of the finest
INDIA and CEYLON TEAS
For which we are sole agents in America.
It will please your customers.

J. F. RAMSAY & CO.
Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

PUREST AND BEST
Windsor Salt

Cheese Factories

that used Windsor Special Cheese Salt last season found that it added to the selling price of their product and gave it better keeping qualities.

Creameries

using Windsor Special Butter Salt found it superior to English or American Salts.

All Orders Filled Promptly.

WINDSOR SALT CO. Ltd.. Windsor, Ont.

Diamond Jubilee Year

KEEN'S D.S.F. MUSTARD

has already seen 3 Jubilees

1742-1897

One hundred and fifty years splendid reputation.

CURRENT MARKET QUOTATIONS

Toronto, April 15, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 lb. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90
Ocean Wave—	
No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases $0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb. tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

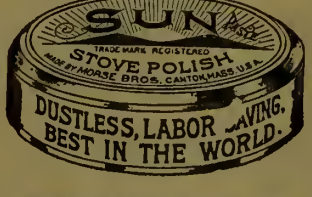
THE F. F. DALLEY CO.

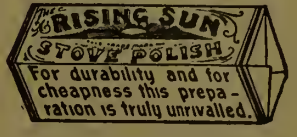
English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per doz
New York Dressing, 1 doz. cases.....	0 75
panish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25





STOVE POLISH

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ½ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles.....	1 25
Boston Brunswick Black, 8 oz. bottles.....	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread.	0 07
Warbler, with Song Restorer	0 05¾
Belgian, with Bird Improver.....	0 05½
International, with Bird Treat.	0 05¼
German X, with Cuttlefish Bone.....	0 04¾
German, with Cuttlefish Bone.....	0 04¼
London Bird Seed, bulk 25 lb. cases..	0 04½
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed.....	0 06
Maple Leaf Bird Seed.....	0 05

CORN BROOMS

CHAS. BOECKH & SONS.

Carpet Brooms—	per doz. net.
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

The Question is

Are you satisfied with the quality of the Starch you are selling? Are your customers satisfied with the quality of the Starch they are buying? If not, perhaps a trial of our goods would create a better feeling on both sides of the counter.

No woman will use poor Starch in preference to good Starch. That's the reason why a trial always leads to constant use of

EDWARDSBURG STARCH CO. Cardinal, Ont.

Edwardsburg Starch

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS. per doz.

Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 40	1 70
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3s	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 72½	0 75
Lobster, talls	2 30	2 52
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 50
" " Horseshoe	....	1 50
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine Frenoh high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " ¼s	0 10½	0 11
" " " " ½s	0 18½	0 19
ardines, other brands 9¾	11 0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb	1 10	1 15
Kippered Herring, 1-lb	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef.
No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. doz
2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
" 4 lb	5 50	5 80
" 6 lb	8 50	8 80
" 14 lb	17 50	18 00
Roast Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
Luncheon Beef, 1 lb	1 60	1 70
" 2 lb	2 75	2 85
Brawn 1 lb	1 30	1 40
" 2 lb	2 35	2 50
" 6 lb	6 60	6 80
" 14 lb	14 50	15 00
Ox Tongue, 1½ lb	7 00	7 20
" " 2 lb	8 50	8 80
" " 2½ lb	10 75	11 00
Lunch Tongue, 1 lb	3 35	3 50
" " 2 lb	6 50	6 80
Chipped Beef, ½ lb	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb	70	75
Potted Meats, Tongue or Ham ½ lb	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb	70	75
Potted Deviled Ham or Tongue, ½ lb	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt	3 00	3 15
" " 1 pt	2 00	2 10
Gelatine of Boar's Head, 2 lb	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish. per doz.

Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Fruttl, 36 5c bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5o packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5o bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (Englisb or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magio Trick, (English or Frenob wrappers) 115 1c picces	0 75

CHOCOLATES & COCOAS.

EPPS'S. per lb.

Cocoa— Case of 14 lbs. each	0 35
Smaller quantities	0 37½

CADBURY'S.
Frank Magor & Co., Agents. per doz

Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Cbocolate, loose	0 40
" 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs	In 12 lb bxs
Vanilla— Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla— White "	0 73	0 83
Unsweetened— Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles— ½ lb. boxes	0 19	0 20

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

FRESH

SEEDS for 1897

Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. **Montreal**

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Belleville, Ont.
Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

To Oblige

SMALL GROCERS

SILVER DUST

WASHING POWDER

Is put up in half-cases

If . . .

Your wholesaler is out of it write us. We can put you on the right track to make money selling washing powders.

SILVER DUST MANUFACTURING CO.
Hamilton

Every up-to-date Grocer should keep

COWAN'S

HYGIENIC COCOA
ROYAL NAVY CHOCOLATE
and FAMOUS BLEND COFFEE

Send your orders to

THE COWAN CO., Ltd.
470 King St. East, Toronto

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844
IS THE BEST.

ASK FOR

MOTT'S

Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

FRY'S.

(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	**per d o**
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼ s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.

(R S. McIndoe, Agent, Toronto.)

Mott's Broma.....per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracca- Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.
Terms, 3 p.c., off 30 days.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb	....	....
Improved Shredded, "	....	....
Beaver "	....	....
Macaroon "	....	....
Desiccated "	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.		per lb
Mocha	0 27½	0 30
Old Government Java	0 30	0 33
Rio	0 13	0 16
Plantation Ceylon	0 29	0 31
Porto Rico	0 24	0 28
Guatemala	0 24	0 26
Jamaica	0 18	0 22
Maracaibo	0 18	0 20

JAMES TURNER & CO.

Mecca	....	0 34
Damascus	....	0 30
Cairo	....	0 25

TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Laguaya "	....	0 27
Mocha and Java	0 32	0 35
Old Government Java	0 30	0 36
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 26
Crushed East India	....	0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

A BIG CUT . . .

in the price of Cream Soda Biscuits in tins, which will enable you to retail them with a good profit. Our Biscuits in tin boxes will keep fresh and crisp for months. This is an important matter with the grocer.

T. B. & C. Co.'s Cream Sodas are giving universal satisfaction.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top, "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz	6 00
Milk Granules with Cereals, in cases, 4 doz	5 8

FRUITS.

FOREIGN.

	per lb.	
Currants—Provincials, bbls	0 04⅝	0 04¾
" ½ bbls	0 04⅝	0 04¾
" Filiatras, bbls	0 04¾	0 04⅞
" ½ bbls	0 04¾	0 04⅞
" Patras, bbls	0 05¼	0 05⅜
" ½ bbls	0 05¼	0 05½
" cases	....	0 05½
" Vostizzas, cases	0 06	0 08
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 05¼	0 06
Figs—Eleme, 10 oz	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 14
" taps	0 03	0 04
" natural, boxes	0 05	0 06
" ditto, bags	....	0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia, off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07¼	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07¼	0 08¼
	per box.	
" Malaga London Layers	1 60	1 80
" Dehesa Clusters	3 50	4 00
" Imp. Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb	0 02	0 03½
" evaporated	0 03	0 05

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	....	2 00

ROBINSON'S BARLEY AND OROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYOIENIC SELF-RISINO FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Panoake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50
(Sold by all wholesale grocers.)	

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	2 15
40 dy	2 20
30 dy	2 25
20 16 and 12 dy	2 30
10 dy	2 35
8 and 9 dy	2 40
6 and 7 dy	2 55
5 dy	2 75
4 dy A P	2 75
3 dy A P	3 15
4 dy C P	2 55
3 dy C P	3 75

HORSE NAILS—
Canadian, dis. 50 per cent.

HORSE SHOES—
From Toronto, per keg 3 60

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. c. dis.
Round-head iron, 75, 10 and 10 p. c. dis.
Flat-head brass, 77½, 10 and 10 p. c. dis.
Round-head brass, 72½, 10 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	1 35

ROPE—Manilla 0 08 0 08½
Sisal 0 06⅜ 0 06⅞

AXES—Per box 25 9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—

Heavy T and strap	0 03¾	0 04¾
Screw, hook and strap	2 50	3 60

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—
Selected packages, per gal. 0 44
2c. extra outside points.

LINSEED OIL—

Raw, per gal	0 43	0 44
Boiled, "	0 46	0 47

2c. extra outside points.

GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

range Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8 00
Banagher	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac—		
1 Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old High and	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch	4 40	
Special old Scotch	5 00	

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.
Pony size	$ 7 50	Beer Mug 16 20
Small Med.	7 50	Tumbler 11 50
Medium	10 80	Cream Jug 21 00
Large	12 10	Sugar Bowl 22 00
Spoon	18 00	Caddy 23 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " "	1 20
1 lb. jars, per doz	2 40
4 lb. "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

	per lb.	per lb
Rice—		
Standard "B"	0 03¼	0 03¾
Patna		0 04¾
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06⅛
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05½
Canada Laundry	0 04½
Silver Gloss, 6- b. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co's Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb boxes. 1 lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08
		0 08½
PURE—16-lb. boxes		0 07
OSWEGO 1 N STARCH.	40-lb. boxes, 1-lb. packages	0 07½

There are reasons for it.

FOR WHAT?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

Our sales for the month of March considerably more than doubled the sales of the corresponding month of last year.

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO STARCH — 38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS — Silver Gloss	0 07½
Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05¼
Bbls., 175 lbs.	0 04¾
Kegs, 100 lbs.	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, single barrels	0 04 7-16
Redpath and St. Lawrence, 5-barrels	0 04⅜
Acadia, single barrels	0 04⅜
" 5 "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05⅝ 0 05⅜
" in 50 lb. boxes	0 05½ 0 05⅝
Extra Ground, bbls. Icing	0 05⅝ 0 05½
Powdered, bbls	0 05 0 05¼
Very bright refined	0 03¾ 0 04⅛
Bright Yellow	0 00 0 03¾
Dark Yellow	0 00 0 03⅝
Demerara	0 03⅞ 0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark, per gallon.	0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (com)		0 40
" 2 gal. palls		1 00
" 3 gal. pails	1 35	1 40

MOLASSES.

Barrels	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot	4 20
Box Lot	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 120 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.	0 35
" " 60 ½-lbs. / 30 1-lbs.	0 35
" " 120 ½-lbs.	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts	0 28	0 32
" seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings	0 07½	0 11

LIPTON S TEAS.

No. 1 Ceylon, retailed at	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c.	0 20
Brown Label, ½ lbs. retailed at 26c.	0 21

Green label, retailed at 30c.	0 22
Blue label, retailed at 40c.	0 30
Red lable, retailed at 50c.	0 36
Gold label, retailed at 60c.	0 44

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.	0 22
Green Label " 40c.	0 28
Red Label " 50c.	0 35
Orange Label, retail at 60c.	0 42
Gold Label, " 80c.	0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's	0 57
Laurel, 3's	0 49
Brier, 7's	0 47
Index, 7's	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, in caddies	0 48
" " in 40-lb. boxes	0 48

WASHING POWDER.

"SILVER DUST"

Case, 72 1-lb. cartoons	5 00
Half case, 36 1-lb. "	2 50
Case, 24 3-lb. "	4 25
Half case, 12 3-lb. "	2 12
Case, 100 5-cent packages	3 50
Half case, 50 5-cent packages	1 80

WOODENWARE.

	per doz
Pails, 2 hoop, clear, No. 1	$ 1 45
" 3 " " "	1 60
" 2 " " " 2	1 40
" 3 " " " 2	1 55
" " " painted " 2	1 40
Tubs, No. 0	8 00
" 1	6 50
" 2	5 50
" 3	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ½ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross	$ 2 00
" 10 " "	1 10
" 2 Tiger,	5 00
" 4 " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

For .....

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,
MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

"Bovril Limited"
OF LONDON, ENG.,

Having purchased the business of The Johnston Fluid Beef Co., of Montreal, are now in a position to offer all their products on the Canadian market. . . .

Head Offices in Canada: 27 ST. PETER ST., MONTREAL

Correspondence Solicited

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

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Crosse & Blackwell

CELEBRATED FOR

Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.

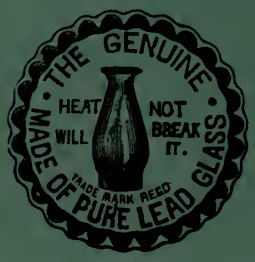
—SOLD BY—

All Grocers in Canada

THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

GOWANS, KENT & CO., - TORONTO

The Standard of Excellence

Is an enviable record for any product to attain, and as applied to Gelatines is synonymous with

KNOX'S

GELATINE

The Only Pure Gelatine Made.

It received the highest medal at the World's Fair for strength, purity and good flavor. My reputation and my capital stand back of my Gelatine, and I authorize grocers to guarantee satisfaction or money back.

MAKES 2 QUARTS JELLY

Agents—

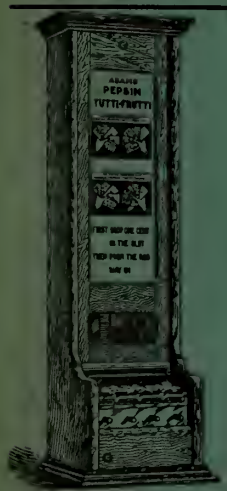
A. E. Richards & Co. - Hamilton
William H. Dunn - - - Montreal
Beattie & Elliot - - - - Quebec
C. & E. MacMichael - - St. John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.

Write for Liberal Offers.

✦

C. B. KNOX,

JOHNSTOWN, N.Y.



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To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

CHARLES F. CLARK. President. EDW. F. RANDOLPH Treasurer

ESTABLISHED 1849.

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MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—**McKinnon Building**
Cor. Jordan and Melinda Sts.
THOS. O. IRVING, Superintendent.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, **O. E. COLSON, MONTREAL**

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May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, APRIL 23, 1897. No. 17

Manufacturers To Her Majesty the Queen — by Special Warrant

To the Court of Holland and the King of Italy

Purveyors to H.R.H. the Prince of Wales

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

Bulls Head Trade Mark

ONLY GOLD MEDAL PARIS 1878

1878 Cross of the Legion of Honour

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 — Only Silver Medal Paris 1875

Only Medal Dublin 1865. — Grand Gold Medal Moscow 1872 &c &c

PEEK FREAN & Co's BISCUITS AND CAKES

Have obtained great Celebrity for their PURITY & EXCELLENCE

Factory—LONDON. Sample Room—Schepp Building, Hudson and Duane Sts., NEW YORK.

Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Toronto and Montreal
W. S. CLAWSON & CO., St. John, N.B.
SPRATT & MACAULEY, Victoria, B.C.

Manufacturers' Agents.

Or Address . . . .

Armour Packing Co., Kansas City, U.S.A.

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

Is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . . CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Canned Goods...

1,000 cases Corn at 50c. doz.
500 " Peas (Early June) 65c. doz.

Handsome labels. New pack. Guaranteed equal to the best packs in Canada.

D.S.F. Mustard (Lion Brand) [illegible]'s at 75c. a doz.

Equal to the best Engl[illegible]

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

Standard Goods THE Best to Handle

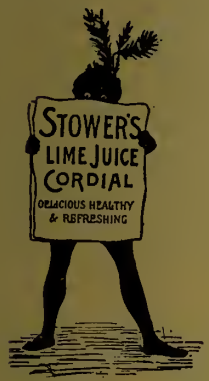
ATTENTION ! ! !

Order Now And Be In Time.

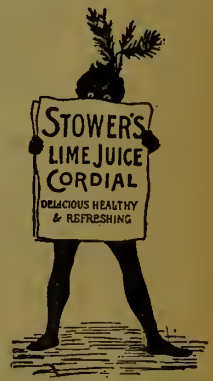
STOWER'S

LIME JUICE CORDIAL. PURE LIME JUICE. CLARIFIED LEMON SQUASH.

The warm weather will soon be here, so order Stower's preparations now so you will have the Best for your customers.



It am de stuff for Quenching de Thirst, for Purifying de Blood and Improving de Complexion.



. . USE . .

Fry's

COCOAS AND CHOCOLATES

AGENTS FOR THE DOMINION

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

Do You Sell Crockery?

Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. POTTERSBURG P.O. ***London, Ont.***

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

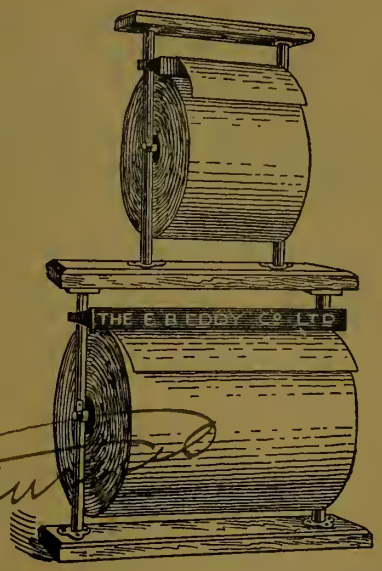
Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

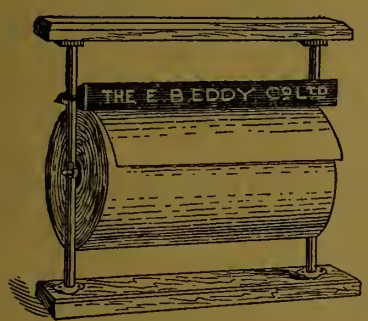
ECONOMY
demands that all stores be equipped with

...Roll Paper Cutters



GOOD SENSE
demands that they be the

EDDY CUTTER



Their handsome appearance and simplicity of design make them the most desirable Cutter on the market.

The E. B. EDDY CO. Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

SEVILLE

ORANGE MARMALADE

That delicious dessert manufactured under the personal supervision of an experienced man, and put up expressly for W. H. GILLARD & CO., of Hamilton, who guarantee it to be fully equal to the best Imported, and far in advance of the ordinary domestic article.

Nothing but Extra Standard Granulated Sugar and the delicious Seville Orange enter into the composition of this article.

Over 5,000 crates were sold by this firm last season, and even a larger sale is anticipated this.

SIX 7-LB. PAILS IN A CRATE.

A well-assorted range of the best grades in all growths of Tea always to be found with . . .

W. H. GILLARD & CO., Hamilton

JOHN MOUAT, Northwest Rep., WINNIPEG.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, APRIL 23, 1897 ($2.00 per Year) No. 17

THE CASH AND CREDIT SYSTEMS.*

By Jonas A. Johnson.

CREDIT, the root of so many evils, the rock upon which most commercial enterprises split, is a subject of greatest importance before this convention, and before the retail merchants of America to-day. Our national existence, even, hinges on the use or abuse of credit. The hard times during the past few years, coupled with our unsettled monetary system, partly from natural causes, but chiefly from scheming politicians, has created more or less distrust in the mind of everybody and has been a powerful factor in determining lines of credit by the jobbers first, and the retailers next. Comptroller Eckles said recently, before a Congressional committee, on our national credit system: "It is of material importance in connection with my subject," he said, "improved credit is important. The first essential in this country is the stability of public credit. The apparent reluctance of the people of the United States to redeem their public obligations is the chief cause of distrust. A business man who constantly redeems his notes without retiring them, and keeps them out constantly, will come to a settling day that will break him." And it seems to me that every day makes the question of credit more and more important to a retailer by reason of ever increasing closer and sharper competition. The time is apparently past for doing a credit business on borrowed capital, or to do a cash business on a credit basis. Credit never buys any bargains, because the purchasing power of a dollar in hand is so much greater than credit at any time, to resist the temptation of the ever-willing seller, and has in many instances more than doubled in recent years, to some extent at least, through over production, improved method of manufacture, speculation and lack of confidence.

The last United States census (1890) says there are about 158,000 retail grocers and dry goods merchants in the United States, but less than 11,000 jobbers that we do business with. These 158,000 retailers supply about 15,000,000 family customers (considering a family as one customer.) Without going further into statistics, I can readily see how comparatively easy it is for only 11,000 jobbers, with large capital and improved methods, to handle and control the credits of the 158,000 retailers, every one of whom must have more or less commercial standing; and, on the other hand, how almost impossible it is for the retail merchants, with limited capital and practically no methods, to, with any degree of success, manage the credit part of their trade among their 15,000,000 or more family customers. Then, when I consider that a large portion of a retailer's credit is done "pon honor," the goods sold and delivered, to be paid for after the customer has earned the money to pay the bill with, no matter how honest and willing, if sickness, or loss of employment, or other misfortune should overtake him, how can he pay it, and supposing he owns a home, usually not paid for, but on the strength of which he seeks credit, be sure the encumbrance is not in a building and loan association.

The consumers are fast being divided into two classes. Cash customers from choice or necessity. Credit customers, because of an old habit. The cash customer nowadays don't like to mix or come in contact, on equal terms, with the pass-book customer. Since the arrival of the cash ship of state from Bargainville by way of Bankruptcy River, whose oily-tongued captain finds little difficulty, through flaming advertisements, in impressing on the minds of the ladies in particular, who are his principal customers, always on the lookout for bargains, and who believe implicitly that either his bargains are real or only imaginary, that a dollar will go as far with him as two dollars used to on the old credit boat, when, as a matter of fact, the cash merchants, on an average, get better prices, which oftentimes compels the both cash and credit retailers to go him one better in order to hold some of his best credit trade, while we find no difficulty to hold the regular "timers," yes, to time eternal, if so desired.

Various schemes, such as rating books, coupon books, credit registers, checking cabinets, etc., I have seen, examined, and even experimented with, none of which, however, I have found satisfactory for use in large cities, in particular. In smaller towns, especially where a good working association exists, retail credits can undoubtedly be controlled to much better advantage by some sort of a rating or list system in the hands of a competent secretary, but would not advise the use of any system to be run or controlled by any outside firm or corporation for what money they can get out of it, irrespective of consequences.

The jobbers, it may be said, sell on 30 or 60 days, and even longer. That's credit. Yes, but they prefer, however, remittance in 10 days, less the discount, and that is cash. If the retailer could draw the time limit on his customer as close as the jobbers can and do, and conduct his credits so as to know about the time his bills will be paid, I think many a retailer would go to bed at night and enjoy the refreshing sleep of the just, without being troubled with nightmares.

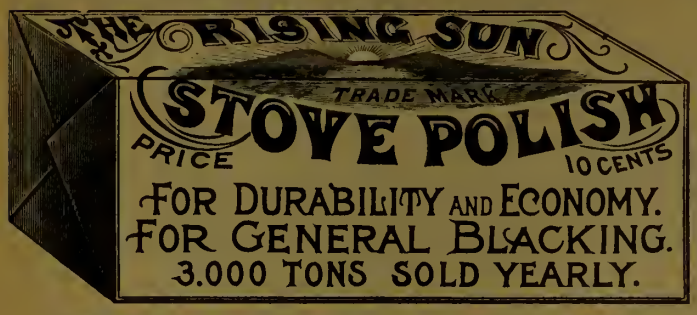
But experience has demonstrated that a great many of the retail customers have very little regard for time. "Pay you when I can," is not an unusual answer. Threaten him with our splendid garnishee law, for instance, and they may defy you to throw good money after bad, or perhaps they find it more convenient to move away and seek pastures green elsewhere. Credit is a demon whose funeral I would like to attend.

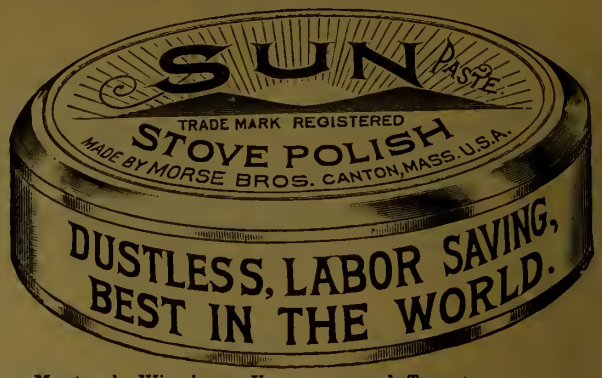
CASH BUSINESS.

I have often heard the argument advanced

* Paper read before the Retail Grocers' and Merchants' Association of Illinois.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH





MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers, also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

that it is impossible almost to do a strictly cash business in certain places or localities, inhabited, for instance, principally by men or families paid by the month. An already established merchant would, no doubt, find many obstacles in his way in changing from credit to strictly cash, but it has been done, and is being done, to which fact, perhaps, many merchants here present will bear me witness. It is certainly much easier for a stranger who comes with no friends to favor nor enemies to punish, to establish a cash store anywhere and succeed, beyond a doubt, than it would be for a retailer who has not done so from the start. It is hardly a logical conclusion to suppose that because a man only receives his wages once a month, but more generally once a week, (and if I am not mistaken we have a State law to that effect), it is necessary to purchase supplies for the family on credit, and be constantly in debt, instead of the natural inclination of every man to be out of debt if possible, and save a portion of his income for a rainy day or old age.

To show any partiality in favor of the cash trade in a store where credit is the rule rather than the exception, would not be consistent with good business principles, otherwise I would be willing to concede to cash customers, who claim, and I think justly so, that they are entitled to closer attention than the "bookeys," but to in any way discriminate between customers might, and I have known of instances where so doing has proved disastrous. Suppose one cash and one credit customer should happen to live in two different parts of the same house, I might have cause to sing with Fred Barnard:

"Be the woman old or new,
She must tell her neighbors few
About her bonnet.
It is always found true
To beware of her review."

The sentiment among retailers in favor of cash merchandising is growing fast, and I think the tendency of the times points strongly in that direction. In the big stores in the large cities, cash or C. O. D. is their only mode of doing business. If, as it seems, they succeed, why should not the smaller merchants be able to succeed in the same proportion? Jobbers prefer to do business with retailers who do a cash business, for good and sufficient reasons. Ask a jobber his opinion about the advisability of doing some crediting, and I am sure his only answer would be, Don't. Ask an old, experienced retailer the same question, and I am sure his reply would be the same. A Thomas H. Smith (address not given), wrote about a year ago to the "Grocers' Criterion," "I have been in business about 60 years, and have made enough to afford to retire," but concludes his letter with this significant remark, "All goods should be bought and sold for cash only."

There is no use to deny the fact that the cash trade is fast drifting away from a store where any crediting is done, and I venture to say that few, if any, crediting retailers are doing as much cash business over their counters to-day as they did a few days ago, not by reason of the present depressed condition of commerce in general, but as water will seek its level in the field so, also, will gold and silver seek its level in the cash store.

These conditions, and many others that could be cited, are very apt to make retailers oftimes feel discouraged. The cause can usually be traced to the worry over slow collections, because when inventory is taken, outstanding accounts must be considered same as cash assets, when, as a matter of fact, we know to our sorrow that accounts considered good one month may prove practically worthless the next, while the cash merchant, on the other hand, can always feel satisfied that his stock on hand and cash in bank are worth 100 cents on the dollar. Cash is King, and Kings conquer.

TAKING ORDERS.

The pernicious idea of going from house to house and driving sometimes miles between houses, taking orders, is a nuisance I would like to see abolished. This is no small item of expense which few, perhaps, have fully considered. The order clerk to be in a measure successful must be a man of more than ordinary intelligence, and requires a horse and wagon. He don't like to, nor do I consider it advisable that he should, deliver his own orders, and many require an extra man to do that. But the worst feature of it is, taking orders has a dangerous tendency to encourage credit. The order clerk's statements must, to a certain extent, be depended on by his employer, and are often found to be unreliable, and, if done away with entirely, trade would be more evenly divided all round, and in the neighborhood in which we do business. We all know how much more satisfactory it is to have customers come to the store and do their own selecting, and be assured that their orders, after paid for, will be promptly and cheerfully delivered. Few, if any, cash grocers call for orders, and many others are beginning to see its folly. If everybody had telephones, then satisfactory orders could easily be taken, but, unfortunately, telephones are yet luxuries that but few can afford. Postal cards have been tried, but found to be too slow for satisfactory service. Purchases now-a-days are mostly made for the day, or a few days at most. Suppose a customer should in the morning desire to have a box of berries for dinner, or a penny's worth of yeast "at once," Uncle Sam's medium of communication would simply be out of the question.

ADVERTISING.

That judicious advertising by retail merchants pays well goes without saying, and is evidenced by the great amount of advertising that is being done in every conceivable way everywhere. Chauncey M. Depew has justly said, "When I say that every business, every enterprise, every institution must advertise, I only voice the opinion of every thoughtful, sensible business man," and from the pen of A. L. Haward the following is worth reproduction: "Rats in a wheat stack are no thicker than monied

CIRCLE TEA . . .

Trade Mark **PROTECTS** you as to quality, does not increase the price, so you reap the benefits of **FREE TRADE.** In introducing "CIRCLE" your customers have the object lesson of **Protection and Free Trade** working together. We have no use for theorists and tariff tinkerers. Packed in air-tight odorless cans, pounds and halves.

LUCAS, STEELE & BRISTOL - - HAMILTON

Why Handle Imitations of

RAM LAL'S PURE INDIAN TEAS . . .

to make an apparently larger profit on individual sales, and slowly but surely lose trade? Since its introduction no tea has been more roundly abused than it, and still, in spite of the schemes and glowing advertising by competitors, it holds its own, and gains favor, and will never be allowed to get into the hands of pedlars, gift stores and departmental stores.

JAMES TURNER & CO. - - HAMILTON, ONT.

WHOLESALE AGENTS.

There are others!

But compare them with

"REINDEER" BRAND

CONDENSED MILK, CONDENSED COFFEES, EVAPORATED CREAM

These goods are asked for!

The New Tariff May Affect

TEAS

WE CARRY FULL LINES . . . . . .

Japan Ceylon and Package
Hyson Assam
Congou Pekoes **TEAS**

Order now and secure for yourself all benefits of an advance.

THOS. KINNEAR & CO. 49 FRONT STREET EAST Wholesale Grocers **TORONTO**

people in your city, and they only need to be poked a bit with a catchy advertisement when their dormant dollars will roll your way. Stick your shingles where all but the blind will see them."

No general rules can be laid down to go by, so much depends on class of goods, locations and other circumstances, which the advertisers alone must determine, but all advertisements to attract immediate attention must be well written, and have a special heading, so that he who runs can read it. Circular advertising, with prices and necessary explanations, I have found to be the best for a retail grocer, but the same circular must not be distributed twice in the same locality. The goods advertised should be attractively displayed in the store, and cheerfully sold when wanted. Deception in advertising may do for a centrally located department store, but will never do for an ordinary or single line merchant who depends more upon a steady customer than transient trade.

The newspaper of to-day seems to be the principal medium of communication, and ought to be freely used. It is much more convenient than a circular, and in cities and towns, outside of the large cities, this mode of advertising should be amply sufficient for retailers generally, and thereby constantly keep one's memory fresh before the community. In a street car recently I noticed the following lines, perhaps interesting in this connection :

"The constant drop of water wears away the hardest stone ;
The constant gnaw of Towser masticates the toughest bone ;
The constant cooing lover carries off the blushing maid,
And the constant advertiser is the one who gets the trade."

To advertise by limiting the quantity, and the time to certain hours in which to sell well-known and staple articles, is fraud pure and simple, and should be made punishable by heavy penalties, the same as fraud in its ordinarily accepted meaning is. Legislation with this end in view would be a step forward, I think, as a protection to the honest dealers who advertise honest goods at "live and let live" prices, and a check against the reckless methods of advertising baits to catch suckers, the way certain large concerns are doing to-day.

CONCLUSION.

In conclusion let me say, had not the late political eruption been such a powerful factor to disturb the commercial world, I believe the flag of prosperity would to-day be floating over the grandest of God's countries. While I am still waiting for the promised restoration of confidence, banks, in which I have had no interest, however, seem to vie with each other in bursting up and dragging other business interests down with them through the mud hole of credit and speculations. And now, after years of bitter experience, we must, in a measure at least, view the future by the past, and build coming retail structures upon solid instead of credit foundations. We must use our costly experience to the best advantage to instruct our sons and those about us who, in a few years, perhaps, must walk in our footprints and assume our duties and responsibilities, the necessity to keep abreast with the onward procession of the times in order to enjoy health, prosperity and peace of mind, to do business in the bright sunshine of Cash.

HOMES UNDER THE GROUND.

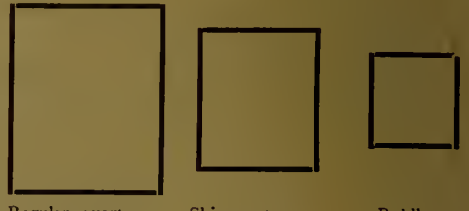
In the salt district in Cheshire, England, the brine has been pumped so continuously out of the earth that the land has settled very considerably. The houses naturally sink with the earth, and in some of the streets of Northwich only the roofs are visible. The houses are inhabited, although the rooms are underground. In a great many cases additional storeys have been added, so that by living in the upper rooms the residents may have some light and air. The roadways sink, too, but are kept up to the proper level by the Government.

TRADE WITH SOUTH AFRICA.

A series of striking tables has just been published in England, showing the rapid progress which has been made by other countries in their trade with the South African states and colonies. During 1896 the total over-sea imports into South Africa amounted to £25,498,309, as against £16,081,703 for 1895. Of the former amount, Great Britain shipped goods to the value of £16,429,705, which is an increase of 34.4 per cent.; but other countries, such as the United States, Germany, Holland, Belgium and France, taken collectively, have nearly doubled their trade. In the case of the United States, the imports have increased from £1,009,318 in 1895 to £2,411,650 in 1896 ; Germany, £828,617 to £1,264,537 ; Holland, £169,-039 to £225,990 ; Belgium, £136,546 to £373,861, and France, £44,727 to £146,-390. These statistics, which have been compiled from the official returns issued by the various South African states and colonies, reveal the fact that while the proportion of British imports into South Africa has declined by 10.1 per cent. in the past 6 years, that of other countries has advanced by 13.6 per cent.

SIZE OF STRAWBERRY BOXES.

Strawberries are in season now ! Watch the measure!



Regular quarts as received by grocers. Skin quarts some grocers use. Peddler quarts.

A lady tells me she will never buy strawberries from a peddler again. Why, she found, horrible dictu, a large piece of juicy tobacco amongst the berries. I suppose it must have dropped while they picked them over and fixed them in the small boxes.—H.G. in Retail Grocers' Advocate.

Currants

Choice Patras -:- Fine Vostizzas

HALF-CASES, CLEANED OR UNCLEANED.

Also "CHOICE CLEANED CURRANTS"

In 1-lb. and 3-lb. Cartoons.

THE DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS *TORONTO*

TELEPHONES 399 AND 1399.

Color Counts

You believe in selling the highest quality—of course. You make your own tests before buying. You know how to do this, because it's a part of your business. Your profits depend on your good judgment.

"Gold Dust" Corn Meal

Attracts customers naturally. Its rich, golden yellow appeals to their sense of sight at once. The color test is an easy and a simple one, and because of this, customers are influenced to buy "Gold Dust" (the Corn Meal of highest quality) more readily. Color counts.

From Manufacturer to Retailer—Direct.

The Tillson Company Ltd.
Tilsonburg, Ont.

PURE GOLD M'F'G.CO. 31&33 FRONT ST. EAST. TORONTO.

The Neatest Package
The Finest Flavored

POWDERED JELLY in the market

Goes out by our travellers this week.

FLAVORS--

Lemon
Orange
Grape Fruit
Pineapple
Raspberry
Strawberry

Boxes contain 3 dozen 1 pint packages. We guarantee them unequalled. Order at once by mail or traveller.

THE RICE SITUATION.

THE rice market is reviewed for the week by Talmage as follows: "The excitement noted last week has died out, but the demand continues at full former volume. The larger buyers throughout the country are now seeking supplies, especially those who are so situated as to take advantage of canal and lake routes. Dealers may be said to be still groping for bearings—all want business and are accepting same as it comes to hand. There is, however, manifest indisposition to press operations lest by the enactment of the retroactive clause in the tariff, supposed gains 'melt away into thin air, leaving not a rack of profit behind.' The stimulating factors of market are the possibility of sudden and radical advances in the far east because of short supplies by reason of heavy draft from famine stricken districts; also the known advances which must shortly follow the passage of the tariff with its increased duty of ½c. per pound on rice. The longer memoried 'bears' bring to mind that the Senate grafted 363 amendments on to the last tariff which, with incidental discussions, greatly delayed its passage, but the prudent buyer, calculating on the possibilities of market, is laying by in store as against advances which must occur sooner or later. Advices from the south vary somewhat; along the Atlantic coast there are evidences of the incoming of the spring trade. New Orleans is within a few inches of deluge and twixt high water and high prices business is limited to local and immediate requirements. Advices from abroad note generally quiet conditions in English and Continental markets; prices are firm, as the diversion of Burmah rice from ordinary channels of trade to Bengal continues at the rate of about 10,000 tons weekly. Until this call shall diminish there is no hope for any modification in prices, and with any enlargement there would be a surprising and upward twist of prices. New Orleans telegraphs Louisiana crop movements to date: Receipts, rough, inclusive of amount carried over, 565,500 sacks; last year, 1,160,500 sacks. Sales, cleaned (estimated), 103,750 bbls.; last year, 242,500 bbls. Steady but sluggish movement, strictly local. Prices firm."

CALIFORNIA PRUNES.

Concerning the prune situation on the Coast The California Fruit Grower says in its issue of April 10: "The movement of prunes continues good, but prices do not improve. Holders in the Santa Clara Valley are firm in their demands for the 3c. basis, but as a rule local buyers are unable to pay above 2½ to 2¾c., as they are limited in price by eastern dealers. Sizes 60s. to 70s. and 70s. to 80s. are in over supply, while the small sizes are hard to find at a price that the east is willing to pay. Except odd sizes the 2½c. prunes are well cleaned up. The demand is only fair and prices steady, yet the total quantity of prunes left in the state would not supply a thirty-day-old time demand. The growing crop is several weeks late, but promises an abundant yield. Prune shipments from San Jose for week ending April 3 were 409,710 pounds, making a total from that point for the season of 36,005,920 pounds."

WHEN BUSINESS DROPS OFF.

"There's one thing I have always noticed about the grocery business," said an old-time grocer to a representative of The Retail Grocers' Advocate. "That is, that when a place runs down under a man's management, that man can never build it up again. He can go right next door or across the street and get just as good a trade as he ever had, but the place he was in and that he let run down is hoodooed for him. I don't care if he gives his stuff away, he cannot get back his trade. But put a new man in the place, and if he knows anything about the business and it ever has paid he will get back all the old custom and will get a lot of new trade, too.

"I don't know why this is so, but it is. There is a man across the street. He had this place I'm in and he let it run down. He didn't see that the business was going until it was too late. Then he started in to build it up. He put in more money. He made big alterations, and he did everything a man can do to build up a business in a place like this. But it was his hoodoo. He had to sell out. He bought that place across the street. It was run down. I bought this one. We both started to build up a trade, and to-day there are not two better paying corners in this part of the city. I tell you that when a grocer sees his business beginning to go he had better sell out quick. He can get some money out of it then. If he waits he'll get nothing. If he sells out quick he can buy some other fellow's broken down place and have money to burn left."

A CHECK ON DEAD BEATS.

The new charter of San Jose, according to The San Francisco Chronicle, provides that no man be retained as an employe of the city who does not pay his debts. The Youths' Companion very properly thinks that this provision is a practical way of saying that, without private integrity, there cannot be public efficiency, measuring the service as it ought to be measured, and a man untrue to himself, as is a shiftless or criminal debtor, cannot be expected not to break faith in some way with the community.

BY-PRODUCTS OF MEXICAN ORANGES.

Few are the uses to which the products of the orange are utilized in Mexico, says a consular report. The orange leaves ("hojas") are the tea of the Indians and of the poor, and in large cities, where they are peddled in the streets and sold in the markets in small bunches for one cent apiece, are consumed in large quantities. They are considered the best remedy for insomnia and restlessness and are also highly commended as a night drink for children. A fine wine is manufactured from the refuse oranges, purchased at 20 to 30 cents a hundred in Cuautla, Morelos and Guadalajara, which retails at 50 cents a bottle.

There are other valuable products which could be obtained, such as the distilled water of the blossoms, used for toilet purposes, worth $4.50 a gallon; citric acid from the pulp of the sour oranges, worth $1 a pound; a pomade, much used as a cosmetic, worth $2.50 a pound; oil from the leaves and rind, which constitutes the main odorous ingredients of cologne waters and elixirs, worth $3.50 to $5 a pound; and the essential oils from the blossoms, leaves and unripe fruit, known as Neroli petale, Neroli bigarade and essence de petit grain—high odors used by the perfumers, generally worth from $5 to $6 an ounce. The second oil mentioned could be manufactured at a small expense, the flowers costing not more than 12½ cents a pound, out of the numerous wild groves of sour oranges existing in the greater part of the tropical belt of Mexico.

FRENCH FLOUR IN ENGLAND.

The competition of French flour in England is certainly increasing, in spite of the obstacles in the shape of the zones, etc., for the removal of which millers in France are agitating rather furiously, but so far without result, says Miller's Gazette. It may be expected at any time, however, that the Government in France, which avows itself in favor of the expansion of the export trade in flour, will accede to the demands of millers. At present there can be no profit in the sending of flour to this country, but if the "zones" restriction is removed, that is to say, if French millers are able to export the flour from any port they wish (and not, as now, be compelled to send the flour through the same port by which the foreign wheat is imported), we may find the question of French flour very serious indeed. In France, as in America, and as in England, the productive capacity of the mills is evidently in excess of home requirements, so that an outlet must be found somewhere for the surplus, even if that surplus be sold at an apparent loss.

. . . Are you interested in . . .

Jams and Jellies ?

Bargains in them the next two weeks.

: : VINEGAR : :

pure and free from acids and prices away down.

DRIED APPLES

I am wanting a few carloads of choice stock and pay cash. Send samples and quantity you have.

R. J. GRAHAM

Belleville - - - - Ont.

TWELVE REASONS THAT

ENGLISH ARMY BLACKING

IS THE BEST.

1. It contains no oil but Neatsfoot Oil.
2. It contains more oil than any other blacking.
3. It keeps the leather soft and pliable.
4. It rejects moisture from the foot.
5. It prevents the leather from cracking.
6. It requires very little blacking in using.
7. Little or no labor to get a fine polish.
8. The polish will last longer.
9. The sun does not fade the polish.
10. The polish is the blackest and brightest.
11. It does not rub off on the clothing.
12. It is the largest and handsomest box, and the cheapest and best blacking in the world.

Sold by all Dealers, and

THE F. F. DALLEY CO., LIMITED

HAMILTON, CAN.

VERY OLD HIGHLAND WHISKY.

GOLD MEDAL CALCUTTA EXHIBITION

Cockburn & Co.

ESTABLISHED 1796. *Leith & London.*

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

U. S. TARIFF BILL.

THE Washington correspondent of The N. Y. Journal of Commerce writes as follows regarding the proposed new tariff bill :

"Doubts have been expressed in some quarters of late whether the bitter contest over the duties on wool and over the imposition of a duty on hides might not defeat the passage of the tariff bill in the Senate. There is little reason for any fear of this sort. The ranks of the Populist Senators include several strong protectionists who will vote for the bill. Their protectionist sentiments, however, will not be the controlling reason for permitting the bill to become law. They have made up their minds that the best way to promote the cause of free silver coinage and Government paper money is to permit the Republican party to carry out its fiscal policy without serious obstruction. Their theory in the matter is that this policy will fail to restore business prosperity and that the country will then experience a great revulsion of feeling in favor of their policies. The Senate, with two vacancies now existing, contains 42 Republicans and 46 of all other parties. Eleven of the latter are Populists or Silver Republicans. If they withhold their votes when the tariff bill is voted upon it will pass by a vote of 42 to 35. This is just the policy which has been mapped out by their leaders. Several of their votes are likely to be cast directly for the bill, and certainly will be cast for it if it appears that they are needed. They are determined that the bill shall not fail through lack of the necessary votes to pass it through the Senate. Several of them who are strong protectionists are asking for certain concessions upon wool, hides, lead ore and some other articles. Their votes will not be lost to the bill, even if these demands are refused. They mean that the policy of high protection shall be put to the test, and their expectation is that it will fail. The result of the failure, they believe, will not be to strengthen the demand for free trade so much as for experiment with the finances.

"This being the attitude of the Populist Senators, which was carried out, for the most part, in the House by the refusal of their members to vote for or against the bill, the fate of the proposal for high duties on wool and the duty on hides becomes easier to determine. There is some danger that the duty on hides will go into the bill by the action of the Finance Committee. Some of the Western Republicans, like Carter, of Montana, Shoup, of Idaho, and Hansbrough, of North Dakota, are laying special stress upon the arguments in favor of protecting the hide growers equally with the wool growers. They are also asking a high specific duty on carpet wool and a change in some of the classification of wool which they regard as hostile to their interests. There is no probability, however, that they will vote to kill the bill if they do not get these concessions. The demand for certain items in the tariff is always more or less a matter of 'bluff,' the result depending upon which side seems to take the most uncompromising attitude. Some of the Eastern Senators have not shown the firmness which might have been expected in view of the situation, but their resolution may be strengthened when they come to understand how little danger there is that the Populist Senators will permit the bill to fall, even if it does not suit them in details. The result of the stiff fight which has been made by the Western Senators on wool and hides will probably have the effect of keeping in the bill the wool duties proposed by the House, which are the same as those of the McKinley law. This will be a victory for the wool growers, because the majority of the Finance Committee were at first disposed to reduce the rates on clothing wools to seven or eight cents per pound. With the McKinley rates saved on wools, the Western men may consent to the abandonment of the duty on hides. This result can be secured if the Eastern members show any fight. Nothing but extremely bad management on their part will send the bill back to the House containing a duty on hides.

"The Senate Committee are still letting the sugar rates pretty severely alone, because of the speculative movement which is sure to set in if they begin to move them up or down. The impression is growing that they will not dare change much the rates proposed by the House. The majority of the Republican membership of the committee is friendly to the refining interests and would like to afford them better protection than that contained in the House bill. They are not likely, however, to restore ad valorem rates, because of the strong party demand for specific duties. It may be possible to change the specific duties so as to impose a slightly different rate on German beet root sugar from that imposed on cane sugar. This would meet one of the objections of the refiners to the House bill without involving a radical reconstruction of the schedule. The matter of the importations of lead ore for manufacture in bond for export is attracting attention among the Western Senators who desire protection on American ore, and they have deputed Senator Cannon, of Utah, to investigate the subject. Their theory appears to be that this export demand could be turned upon the American product if Mexican lead ore were deprived of the privilege of manufacture in bond in the United States. No definite policy on the subject has yet been formulated, but the abolition of the bonded privilege will be demanded if it is concluded that it interferes with the consumption of lead ore produced in the United States. Senator Teller, of Colorado, is out of the city at present and has asked the Western Silver Senators to defer the adoption of a definite programme on wool, hides and lead ore until his return the latter part of the present week. This promises to be in ample season for the consideration of the Western demands by the Finance Committee before the presentation of the bill to the full committee and to the Senate."

Didn't I tell the Tariff Commissioners what I wanted!

The Eby, Blain Co., Ltd. report receipt of another shipment of their famous Seville orange marmalade in 7-lb. pails. This article is made especially for the Eby, Blain Co., Ltd. after an old English recipe and is a good seller. It is put up in 7-lb. pails, 6 pails to crate.

It Suits us to a Tea.

2 Snaps

To retail at 5 cts. lb.

FANCY

Eleme Figs

In bags about 60 lbs.

"Etolia" Prunes

Cases 55 lbs.

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Mfg. Grocers

TORONTO - CANADA

BRITISH COLUMBIA SALMON.

The Victoria Colonist says that unprecedentedly extensive are the preparations now being made for exporting this year's salmon pack to the English markets. Never before in the history of the industry has such preliminary work been done. There will be a lot of new canneries in operation. Already nine vessels have been chartered to carry the pack to England. The total tonnage of the nine vessels is 12,298, and, allowing the ordinary estimate to be made, the carrying capacity of the fleet would be one and a half times this amount. Reckoning thirty cases of salmon to the ton—the standard estimate—the fleet will be able to load in the neighborhood of 553,410 cases, a greater quantity of salmon than was shipped by water in 1896, which was considered an exceptionally successful year. It is yet early for more vessels to be added to the fleet of 1897, but, taking the 553,410 cases at $5 per case, the return to the province from its salmon fisheries alone is expected to exceed $2,700,000, making no allowance for what is generally shipped by rail and to the islands of the Southern Pacific.

At a recent meeting of the Council of the British Columbia Board of Trade, there was a long discussion regarding salmon traps at Boundary Bay. From information before the council it appears that only two traps have been licensed this year by the Dominion Government, and that further applications for similar traps have been refused. Some members present objected to any traps, but, after a reference to a plan which showed the traps set in United States waters in the bay and at Point Roberts, it was seen that British Columbia canners would be operating to a disadvantage if the privileges sought were withheld, and the following resolution was adopted: "That in the opinion of the British Columbia Board of Trade it is undesirable that the Government should withdraw permission to operate traps in Boundary Bay so long as American traps are operated at Point Roberts."

HE WAS TOO FRESH.

A dishonest Orono man thought he was very shrewd when he bought 28 dozen cold storage eggs of an Oldtown grocer, and carrying them across the street sold them at a profit to a restaurant keeper for fresh eggs; but the case looked different for him after the irate buyer had found out the trick, followed him to Orono and made him return to the restaurant for the eggs and take them away after refunding the money and paying for the bother he had made.

SULTANA RAISIN SITUATION.

The Sultana raisin situation is thus reviewed by the Hills' Bros. Co.; "Stocks are being gradually reduced, and appear to us insufficient to last until the new crop, first of which is due here about the middle of September. The London stocks on the first of April are reported at 2,857 tons, against 3,658 tons for the same period in 1896. Some advance in prices appears to be justified, entirely independent of the prospective increase of 1c. per pound in the duty, and as English markets are higher than our own we can hardly expect any further importations out of the present crop."

PERSONAL MENTION.

Mr. Jas. King, manager in Canada for L. Schepp's new improved cocoanut, is on a business trip through the Maritime Provinces, and reports business in their line exceedingly good.

The Eby, Blain Co., Ltd., are buyers of dried and evaporated apples. Prime, bright stock wanted. Highest prices will be paid, and the firm solicits correspondence.

WE HAVE TO OFFER

Canned Peas, Corn and Tomatoes

Also many other lines of canned goods which we are able to sell at right prices. Write and learn what we have to say before buying.

H. P. ECKARDT & CO.

Wholesale Grocers TORONTO

Nothing To Hide

"Rose Brand" Hams—Bacon—Lard.

Our aim is to establish the name "Rose Brand" with the very best class of retailers everywhere.

For years we have devoted our time and money—energy and brains to the bettering of quality. We admit, freely, that you can buy Ham for less money than you pay for . . . . . But you can't buy better quality than "Rose Brand" at ANY price. We are ready to convince you of this—if you are willing to be convinced.

"Rose Brand" Ham

The Geo. Matthews Co. Ltd.
Ottawa and Peterborough

Looking 'round . . .

for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr., St. Catharines, Ont.

THE CANADIAN GROCER

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THE DUTY OF THE GOVERNMENT.

THE project of a railway through the Crow's Nest Pass is beginning to see daylight. Although no official statement has yet been made it is generally understood that the Dominion Government has offered to give the C.P.R. a subsidy of $10,000 per mile, under certain conditions. What these conditions are has not been made public, but the Government and the C.P.R. authorities are negotiating regarding them.

It is probable, therefore, that we are on the eve of the settlement of this important question.

The position of the Government is a delicate one. The expenditure of $3,150,000 is, in itself, an important matter, but it is not around the mere handing over of this sum to the C.P.R. that the most importance is gathered.

The vital question to the people of Canada is what is the quid pro quo that the railway is willing to give in return for the money which the Government proposes to subsidize it with?

Throughout the length and breadth of this country there is a well defined opposition to the C.P.R. having anything whatever to do with the proposed road. And it is not without reason.

Aside altogether from the question of excessive railway rates it is recognised that the C.P.R. is a monopoly as far as freight and passenger traffic to and from the Pacific Coast is concerned. Naturally they are opposed to anything being done which will tend to strengthen these monopolistic powers.

And it would be a sad commentary indeed upon the loyalty of the Government to the rights of the people of this country if it in the present instance were to strengthen these monopolistic powers.

But it by no means follows that because it proposes to subsidize the C.P.R. it will add any new strength to that corporation.

There are two things which it is necessary we should keep in mind when discussing this question. The one is that the Canadian Government has not, nor never can have, as long as existing conditions obtain, any control over the freight rates which the C. P. R. may choose to levy. The other is that the C. P. R. has the right to build a road through the Crow's Nest Pass or any other pass or place in the Dominion, and no one can say it nay.

We may regret that it is so, but that is about all we can do.

Any action having in view the curtailment of these powers can only emanate from the railway itself. There is no question about it.

Now, here is the opportunity for the securing of the desideratum.

The Dominion Government cannot prevent the C. P. R. from building a road through the Crow's Nest Pass. Some grading and cutting for the road has already been done. But, while the Government cannot prevent the company from constructing and operating the road, it can refrain from contributing one cent from the public treasury to aid in building the road.

That is clearly the duty of the Government unless the C. P. R. is willing to give a quid pro quo in return for the dollars which come from the public treasury.

And the only quid pro quo that will satisfy the people of this country will be the surrender of those privileges which give C. P. R. freight rates immunity from Government interference, no matter how discriminatory and unjust these rates may be.

THE CANADIAN GROCER has, time and again, urged that under the conditions obtaining to-day it was better for the people of this country that the Crow's Nest Pass should be owned and operated by the C. P. R. It thinks so still.

And, briefly stated, our case is based on this premise: At present the C. P. R. is complete master of the situation. It can build a line through the Pass even if half a dozen companies had already done the same. It has also full control over its freight rates. And all these powers came to it under its charter.

The actual work of constructing a road through the Pass has been begun by the C. P. R.; but it is knocking at the door of the Dominion Government for financial assistance in the matter.

This very knocking opens the door of opportunity for discussing the question of freight rates, not only in regard to the 315 miles of proposed line through the Crow's Nest Pass, but in regard to those on the whole C. P. R. system as well.

And before any further assistance is accorded that railway the people of this country demand the return to the Government of that which should never have been taken from it, namely, the right to a voice in the fixing of the freight rates on the C. P. R. system.

The C. P. R. may refuse to concede anything along the lines indicated. But no concessions, no subsidy. That is the business man's motto, and it should be the Government's motto.

If advertising is not good for dull times, neither is religion for troublous times.

GROCERS AND THE GOODS THEY SELL.

THE better acquainted a man is with the goods he sells the better is he qualified to sell those goods.

And every grocer should make it a rule for both himself and his clerks that a knowledge of the character and uses of every commodity in his store shall be acquired as far as possible.

As every grocer knows, the ignorance which abounds among consumers in regard to the character and proper methods of using even staple articles of food is lamentable. And the trouble is that it is the grocer who suffers the most from this ignorance.

Here, for example, is a grocer who recommends a certain commodity to a customer. On his recommendation she purchases it. Being ignorant of the art of preparing it for the table, it gives dissatisfaction where it

should have given satisfaction. The grocer of course is shouldered with the blame.

Whenever a new commodity is put upon the market, a merchant should see to it that himself and his clerks learn as much as possible regarding its properties and how it is cooked or served. This latter should be learned by practical tests.

To learn by heart the directions that may be on the package is not sufficient. There is nothing like the knowledge that comes of practical experience.

Merchants, by exercising their perceptive faculties, can soon learn the peculiarities and difficiencies of their customers. And then, by the exercise of tact they will be able to instruct them how the best results are obtained from this and that commodity, even down to the making of a cup of tea, regarding which nine out of every ten housekeepers seem to be totally at sea.

There are great possibilities open to clerks who will make foods, their properties and their uses, a study.

THE NEW TARIFF.

IN another part of this issue we print the new tariff in full, together with a comparison of the duties as they existed under the old tariff.

No revision of the tariff since 1879 has created so much interest. And knowing this fact, THE CANADIAN GROCER decided to publish in this week's issue a complete list of the new tariff.

To do this has entailed the expenditure of a great deal of time and money. But in the interests of our readers we felt it was our duty to do so.

In furtherance of our object a staff from this journal has been at the capital for nearly a week making the necessary preparations.

Besides the energy which has been expended on our part we are indebted to the courtesy of the Government in supplying us with accredited information in order that a complete list of the new tariff might be laid before our readers this week.

The printing of the new tariff has necessitated some delay in issuing this week's paper, but we feel confident our readers will not, under the circumstances, be annoyed at being compelled to wait a day longer for their favorite trade journal.

DEPARTMENT STORES AND SEEDS.

SOME of the departmental stores in Toronto, have been selling flower seeds lately at a price which has caused retailers who handle them a great deal of concern.

Were the facts generally known, however, there would be little cause for concern.

By actual demonstration it has been proved that the seeds sold by at least some of the departmental stores are actually dearer, according to the number of seeds in a package, than those sold by ordinary dealers at the regular price, let alone the fact that the seed is thin and shriveled, and lacking in that plumpness which characterizes new seed of good quality.

Seed, it must be remembered, is an article the quality of which none but experts can judge. It is an easy thing for an unscrupulous dealer to take old or rejected seed and palm it off on the public.

A seedsman of many years' experience informed THE CANADIAN GROCER that one method whereby seed can be put on the market at a seemingly very low figure, is by taking that which is old and useless and adding to it a small percentage of new seed, thus ensuring sufficient germination to keep the purchaser from suspecting fraud.

Some of the department stores do not even appear to have taken the pains to do this, for we know of instances where seeds bought from these stores have even refused to send up one green shoot.

Legitimate dealers throughout the country will benefit themselves and the people in their community by disseminating these facts as broadcast as possible.

The attention of publishers of local newspapers should be drawn to the matter, and influence be brought to bear to get them to ventilate it in the columns of their journals.

If such were done, this particular trade of the departmental stores would diminish enormously in a short time.

MAPLE PRODUCTS IN ABUNDANCE.

The market is glutted with maple products, and holders are begging purchasers.

Last season, it will be remembered, the conditions were the opposite.

A year ago, at this time, the season and the supply were short on account of the warm weather which then obtained.

This season, on the other hand, we have had about six weeks of ideal maple syrup-producing weather, the nights having been cool and the days bright and warm.

But as a result we have an abundance of good syrup and sugar, much to the delight of the householder, if not of the producer and dealer.

. Money may be the root of all evil, but unless a merchant have enough of it he cannot do a good business.

KENNEDY'S BISCUITS.

A biscuit that is establishing for itself a reputation in Canada as well as in the United States is that made by the Kennedy Biscuit Works, Boston. A representative of THE CANADIAN GROCER, while the other day in the store of a leading retail grocer in Toronto, was shown samples of a dozen or more of that establishment's biscuits.

"They are very fine biscuits, indeed," remarked the proprietor, as he displayed the samples. "They are not only first-class in quality, but the Kennedy people have the happy knack of making their biscuits in a style which commends itself to the public. And what is more, I notice that people who try these biscuits are well satisfied with them."

Among the biscuits I noticed the following: "Jamaica," "Newton," "Macaroon," "Cheese," "Vanilla Cream," "Prelyelettes," "Royal Toast," "Chocolate Dessert," etc.

PATENT OPENING CANS.

A new departure will probably be made this season among the packers of fruits, vegetables and salmon in Canada, in using a new patent opening can, which is just being put on the market. This is spoken of as the best can yet invented for use with liquid goods, or articles like salmon or lobster that have to be turned out without breaking. This can opens with a key, but the strip is cut exactly on the edge of the can, and is very simple. The extra cost to the retailer will only be 5c. per dozen.

A number of the canners have already placed their orders for this key-opening can, to be used on the pack for this year, as they recognize that it will fill a long felt want to those who are large users of salmon, lobsters or vegetables. The Norton Manufacturing Co., Hamilton, are manufacturing these tins for Ontario and Quebec.

THE NEW TARIFF.

FOR about the seventh time since Confederation the Dominion of Canada has a new tariff. It was brought down, according to promise, on Thursday.

What may be termed its most striking features are the double schedule and the moderate character of the changes made in the duties. The double schedule particularly is a noteworthy feature of the tariff, being as it is an innovation in tariff-making in Canada.

The particular purpose of this double schedule is (1) to give the produce of Great Britain a preference in our market, and (2) the products of "any other country," to use the words of the Finance Minister, "willing to put herself on the same terms as Great Britain, and regarded by the Government as coming on the whole within the terms of the resolution."

While Mr. Fielding did not say so, Germany and Belgium, under the provisions of Imperial treaties, may also have the right to send their products into Canada at the same rates of duty as Great Britain. Under these treaties Great Britain can give the products of Canada, or any other of her colonies, preferential treatment, but Canada and the other colonies cannot give the products of Great Britain preferential treatment and at the same time exclude from the same privileges the products of Germany and Belgium. But it is a question whether these apply to Mr. Fielding's proposal.

The clause in the new tariff covering the double schedule reads as follows :

On all the products of countries entitled to the benefits of this reciprocal tariff, under the provisions of section one, the duties mentioned in schedule "A" shall be reduced as follows: On and after the 23rd day of April, 1897, and until the 30th day of June, 1898, inclusive, the reduction shall in every case be one-eighth of the duty mentioned in schedule "A," and the duty to be levied, collected and paid shall be seven-eighths of the duty mentioned in schedule "A." On and after the first day of July, 1898, the reduction shall in every case be one-fourth of the duty mentioned in schedule "A," and the duty to be levied, collected and paid shall be three-fourths of the duty mentioned in schedule "A." Provided, however, that these reductions shall not apply to any of the following articles, but such articles shall in all cases be subject to the duties mentioned in schedule "A," viz., ales, beers, wines and liquors; sugar, molasses and syrups of all kinds, the product of the sugar cane or beet root; tobacco, cigars and cigarettes.

A misunderstanding appears to exist in the minds of some people as to when this double schedule, as far as Great Britain is concerned, shall go into force. There is no need, however, of any misunderstanding, as the Minister of Finance, during the course of his budget speech, clearly stated that it goes into operation with the new tariff, which is at once.

To be exact, Mr. Fielding explained that except on intoxicants and tobacco, it was proposed to reduce the duties one-eighth at once and one-fourth in a year on goods imported from Great Britain and from any other country willing to put herself on the same terms as Great Britain.

Although there have not been many changes made in the tariff, among the few which have been made are some striking ones. Corn, except when for distillers' use, has been transferred from the dutiable list at 7½c. per bushel to the free list, while the duty on cornmeal has been reduced to 25c. per barrel. It was formerly 40c. per barrel.

Spirits have been increased 15c. per gallon, but ale, beer and porter remain as before.

The duty on wheat has been fixed at 12½c. per bushel instead of 15c., and that on flour has been reduced 15c. per barrel, the rate now being 60c. per barrel. On animals and their products the tariff remains much as before.

One of the items under the old tariff which, it will be remembered, has been the subject of much discussion was rice. Under the new tariff, while the duty on the cleaned article remained unchanged, that on uncleaned rice, which is the manufacturer's raw material, has been raised to ¾c. per lb.

Tea, the expectation of a duty on which led so many to speculate, remains upon the free list, and under the same conditions as obtained under the old tariff, namely as to tea purchased in bond in any country where it is cubject to Customs duty. The duty on coffee is also unchanged.

Sugar is another commodity regarding the duty on which speculators will not be satisfied. Instead of being higher, as some anticipated, it is lower; that is, as far as the refined article is concerned. Under the old tariff all sugars above No. 16 Dutch standard were subject to a duty of 1.14c. per lb. It is now 1c. per lb. Raw sugar is unchanged at ½c. per lb. The duty on syrups is unchanged.

The duties on tobaccos have been increased substantially. Cigars and cigarettes will pay a duty $1 higher, and on cut tobacco the rate is 5c. per lb. in advance of the old tariff.

As expected, the coal duties remain as before, but the Minister of Finance intimated that when the United States put its duty on coal back to 40c. per ton the Government would reduce the Canadian duty on bituminous coal to the same figure. Anthracite coal remains on the free list.

The duty on coal oil is one cent per gallon lower and crude petroleum for fuel ½c. per gallon lower. In addition to this, the restrictions in regard to the sale from tank vessels have been abolished. The duty on olive oil is 10 per cent. lower.

Those who expected a reduction in the duty on pig iron and scrap have not been disappointed. The duty on pig iron has been reduced $1.50 per ton, being now fixed at $2.50 per ton, while the duty on scrap is $1.50 per ton instead of $4 per ton. Steel ingots, blooms and slabs, billets and puddled bars are reduced by $1 per ton, the duty now being $4 per ton. What has been taken away in the way of import duties the Government proposes to make good by increasing the bounties.

The duty on cottons, as a rule, shows an increase.

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PICKLES, PRESERVED FISH, FRESH HERRINGS, FISH PASTES POTTED MEATS, SAUCES, JAMS, MARMALADE, Etc.

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The largest factory in the world.
The best Matches the world can produce.

Safety Tiger Wax Wax Tapers

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SOLE CANADIAN AGENTS . .

ROBERT GREIG & CO.

MONTREAL

	Old.	New.
Absinthe	$2.25 per imp. gal.	$2.40 Im. gal.
Acetate of lime	20 p c	.....
Acetate and nitrate of lead, not ground	Free	Same
Acid, acetic and pyroligneous, n. e. s., and vinegar, of any strength, not exceeding a strength of proof, and for each degree of strength in excess of the strength of proof an additional duty of	2c. and 15c. per gal.	Same
Acid, acetic and pyroligneous of any strength, when imported by dyers, calico printers or manufacturers of acetates or colors, for exclusive use in dying or printing, or for the manufacture of such acetates or colors, in their own factories	25 p c	Same
Acid, muriatic and nitric, and all mixed acids	20 p c	Same
Acid, oxalic and boracic	Free	Same
Acid, phosphate	2c. per lb.	25 p c
Acid, sulphuric	4-10c. per lb.	25 p c
Acids used for medical, chemical or manufacturing purposes, not specially provided for in this Act	Free	Same
Aconite root	Free	Same
Acorns as nuts	2c. per lb.	Same
Advertising bills, stickers and folders	15c lb. & 25 p c	35 p c
Advertising pamphlets, pictures and pictorial show cards, illus. advertising periodicals, illus. price lists, advertising calendars, advertising almanacs, tailors' and mantlemakers' fashion plates	6c. per lb. and 20 p c	35 p c
Agaric	Free	Same
Alabaster, spar, terra cotta or composition ornaments	35 p c	Same
Ale, beer and porter, in bottles (6 q. or 12p. to Imp. gal.)	24c. Imp. gal.	Same
Ale, beer and porter, in casks, or otherwise than bottles	16c. Imp. gal.	Same
Albumenized and other papers chemically prepared for photographers' use	30 p c	Same
Albums, insides of paper	Free	Same
Albums or books of views, without reading matter	6c. per lb. and 20 p c	35 p c
Ale, ginger	20 p c	Same
Alkanet root, crude, crushed or ground	Free	free
Almonds, shelled	5c. per lb.	Same
Do. not shelled	3c. per lb.	Same
Almond paste as confectionery	35 p c	Same
Aloes, unground	Free	Same
Alum, in bulk only, ground or unground	Free	Same
Alum, burned or calcined	20 p c	Same
Aluminum, or aluminum and alumina and chloride of aluminum or chloralum, sulphate of alumina and alum cake	Free	Same
Chloralum	Free	Same
Ambergris	Free	Same
Ammonia, sulphate of	Free	Same
Anatomical preparations and skeletons or parts thereof	Free	Same
Anchors	Free	Same
Animals, living, n.e.s.	20 p c	Same
Animals, for improvement of stock	Free	.....
Animals, live hogs	1½c. per lb.	Same
Animals, brought into Canada temporarily and for a period not exceeding 3 months, for the purpose of exhibition	Free	Same
Aniline dyes and coal tar dyes, in bulk or packages of not less than one pound weight, including alizarine and artificial alizarine	Free	Same
Aniline oil, crude	Free	Same
Aniline salts, and arseniate of	Free	Same
Annato, liquid or solid, and seed	Free	Same
Antimony, not ground, pulverized or otherwise manufactured	Free	Same
Antiquities, collections of	Free	Same
Anvils	27½ p c	30 p c
Apricots, green	20 p c	.....
Apparatus and philosophical instruments, imported by and for use of colleges, schools, scientific and literary societies, such as are not manufactured in Canada	Free	Same
Apparatus for colleges and schools, which are manufactured in Canada, to be rated according to material.		
Apparel, wearing and other personal and household effects (not merchandise) of British subjects dying abroad, but domiciled in Canada	Free	Same
Apples, including the barrel	40c. per bbl.	Same
Apples, dried	25 p c	Same
Apple trees of all kinds	3c. each	Same
Argols, not refined	Free	Same
Artist color boxes, japanned	25 p c	Same
Arms, including muskets, rifles and other fire-arms, n.e.s.	20 p c	30 p c
Army and navy and Canadian military arms, clothing, musical instruments for bands, military stores and munition of war	Free	Same
Arrowroot	20 p c	.....
Artificial flowers	25 p c	Same
Arsenic	Free	Same
Arseniate of aniline	Free	Same
Articles for the use of Governor-General	Free	Same
Articles imported by and for the use of the Dominion Government or any of the Departments thereof, or by or for the Senate or House of Commons	Free	Same
Articles for personal use or Consuls-General, who are natives or citizens of the country they represent, and who are not engaged in any other business or profession	Free	Same
Articles ex-warehoused for ship's stores	Free	Same
Asbestos in any form other than crude, and all manufactures thereof	25 p c	Same
Ashes, pot and pearl, in packages of not less than 25 lbs. weight	Free	Same
Asparagus	25 p c	Same
Asphalt or asphaltum, and bone pitch, crude only	Free	Same
Awnings and tents	25 p c	Same
Axle greasc	25 p c	Same
Babbit metal	10 p c	Same
Bacon and hams, shoulders and sides	2c. per lb.	Same
Bagatelle tables or boards, with cues and balls	35 p c	Same
Baggage, travelers'	Free	Same
Bags, cotton, seamless	20 p c	Same
Do. made up by the use of the needle	32½ p c	.....
Bags, carpet bags	30 p c	Same
Bags, paper seed bags, illustrated	6c. lb. & 20 p c	35 p c
Bags, paper	25 p c	Same
Bags, jute or hemp	20 p c	Same
Baking powders	6c. per lb.	Same
Bamboos, manufactured	Free	Same
Bamboo reeds, not further manufactured than cut into suitable lengths for walking sticks or canes, or sticks for umbrellas, parasols or sunshades	Free	Same
Barilla	Free	Same
Bark, oak and tanners'	Free	Same
Barley	15c. per bush.	30 p c
Barometers	25 p c	Same
Barrels, Can. manuf., exp. filled and ret'd empty under such reg'ns as the Min. of Cus. shall direct	Free	Same
Barrels cont. petroleum or its products, or any mixt. of which petroleum is a part, when such contents are chargeable with a specific duty	20c. each	Same
Beads and bead ornaments	35 p c	30 p c
Beans	15c. per bush.	Same
Bean, tonquin, vanilla and nux vomica, crude only	Free	Same
Bed comforters, or quilts of cotton, white	25 p c	35 p c
Do. colored	30 p c	35 p c
Beef, salted in barrels, the barrel containing the same to be free of duty	2c. per lb.	Same
Bees	Free	Same
Belladonna leaves	Free	Same
Bells, when imported by and for the use of churches	Free	Same
.....	.....	.....
Belts, leather	30 p c	35 p c
Belts, silk	30 p c	35 p c
Belts, cotton	30 p c	35 p c
Belting of leather or other material, n.e.s.	20 p c	Same
Benzole, n.e.s.	6c. Imp. gal.	Same
Berries for dyeing, or used for composing dyes	Free	Same
Bicycles, tricycles or velocipedes	30 p c	Same
Billiard tables, with or without pockets, and bagatelle tables or boards, cues, balls and cue racks	35 p c	Same
Billiard balls, papier mache, when imported separately	35 p c	Same
Billiard balls, bone or ivory, when imported separately	35 p c	Same
Billiard balls, celluloid, when imported separately	35 p c	Same
.....	.....	.....
Birds, skins for taxidermic purposes	Free	Same
Bird cages	35 p c	Same
Biscuits of all kinds, not sweetened	25 p c	Same
Biscuits, sweetened	27½ p c	Same
Bismuth, metallic, in its natural state	Free	Same
Bitters (n.e.s.)	$2.25 Im. gal.	$2.40 Im. gal.
Blacking, shoe and shoemakers' ink, shoe, harness and leather dressing, and harness-soap	25 p c	Same
Black lead, plumbago manufacture	25 p c	Same
Black book muslin	30 p c	35 p c
Blackberries, gooseberries, raspberries, strawberries, cherries and currants, n.e.s. the weight of the package to be included in the weight for duty	2c. per lb.	Same
Bladders	20 p c	Same
Blanketing and lapping, and discs or mills for engraving copper rollers imported by cotton manufacturers, calico printers and wall paper manufacturers, for use in their own factories only	Free	Same
Blood albumen, tannic acid, antimony salts, tartar emetic and grey tartar	Free	Same
Blueing, laundry, of all kinds	25 p c	Same
Blue vitriol	Free	Same

	Old.	New.
Bolting cloth, not made up	Free	Same
Bone dust and ash for manufacture of phosphate and fertilizers	Free	Same
Bone dust, unmanufactured	Free	Same
Bone black	Free	Same
Bones, crude, not manufactured, burnt, calcined, ground or steamed	Free	Same
Bones, burnt, calcined	20 p c	free
Bone, manufactures of, fancy	35 p c	Same
Bone, manufactures of, n.e.s.	20 p c	Same
Bone pitch, crude only	20 p c	Same
Bone, cuttlefish	Free	Same
Bonnets, n.e.s.	30 p c	Same
Booklets, printed on paper, etc	6c. per lb.	35 p c
Book covers, illustrated paper	6c. lb. & 20 p c	35 p c
Books, n.e.s., printed in two languages, one of which is English or French	6c. per lb.	20 p c
Books, printed in any of the languages or dialects of any of the Indian tribes of the Dominion	Free	Same
Books, printed periodicals and pamphlets, n.e.s., not being foreign reprints of British copyright works, nor blank account books, nor books to be written or drawn upon, nor Bibles, prayer books, psalm and hymn books	6c. per lb.	20 p c
Books, Bibles, prayer books, psalm books and hymn books	Free	Same
Books, imported for the use of schools for the deaf and dumb, and blind, and embossed for the blind	Free	Same
Books, not being printed or reprinted in Canada, which are included and used as text books in the curriculum of any university or incorporated college in Canada for the use of students thereof	Free	Same
Books, British copyright works, reprint of	6c lb. & 12½ pc	20 p c
Books, printed by any Government or by any scientific association and supplied gratuitously, not for trade	Free	Same
Books, specially imported for use of public free libraries, not more than two copies of one book; and books which shall have been manufactured more than twelve years, bound or unbound	Free	Same
Books, blank books, account books, copy books, or books to be drawn or written upon	35 p c	Same
Bookbinders' cloth	Free	Same
Bookbinders' tools and implements, including ruling machines	10 p c	Same
Boots and shoes, leather or rubber	25 p c	Same
Boots and shoes, rubber, with tops or uppers of cloth, etc	30 p c	25 p c
Boot and shoe counters, made from leather board	20 p c	25 p c
Boot and shoe dressing	25 p c	Same
Boot, shoe and stay laces, of any material	30 p c	.....
Botanical specimens	Free	Same
Borax, ground or unground, in bulk of not less than twenty-five lbs. only	Free	Same
Boxwood rules	25 p c	Same
Boxes, paper boxes labelled, empty	15c lb. & 25 p c	.....
Boxes, paper boxes, empty, plain	35 p c	Same
Boxes, cash	25 p c	Same
Boxes and writing desks, fancy and ornamental	35 p c	Same
Braces or suspenders, and parts thereof	35 p c	Same
Braids of all kinds	30 p c	35 p c
Bran, mill feed	20 p c	.....
Brass, drawn, plain and fancy tubing not bent or otherwise manufactured in lengths not less than six feet	Free	Same
Brass, old, scrap, and in sheets or plates	Free	Same
Brass bars and bolts, drawn, plain and fancy tubing	Free	Same
Brass cups, being rough blanks, for the manufacture of brass and paper shells and cartridges for use in their own factories	Free	Same
Brass wire	10 p c	20 p c
Brass, ribs of iron or steel, runners, rings, caps, notches, ferrules, mounts and sticks or canes in the rough, or not further manufactured than cut into lengths suitable for umbrellas, etc., imported by manufacturers of umbrellas, parasols and sunshades for use in their factories in the manufacture of umbrellas, etc., only	Free	Same
Brass pumps	30 p c	Same
Brass, twisted brass and copper wire, when imported by manufacturers of boots and shoes for use in their factories	Free	.....
Brass, in strips, for printers' rules, not finished	Free	.....
Brass and copper nails, rivets and burrs	30 p c	Same
Brass tubing, cased	30 p c	Same
Brass, manufactures of, n.e.s	30 p c	Same
Breadstuffs, grain and flour, and meal of all kinds, when damaged by water in transitu, upon the appraised value	20 p c	Same
Brick, hollow and porous	20 p c	Same
Brick, building	20 p c	Same
Brick, bath brick	20 p c	Same
Brick, fire brick, not to include stove linings	Free	20 p c
Brimstone, crude or in roll or flour	Free	Same
Brim moulds, for gold beaters	Free	Same
British gum, dextrine, sizing, cream and enamelled sizing	10 p c	Same
Bristles	Free	Same
Britannia metal in pigs and bars	Free	Same
manufactures of, if not plated	25 p c	Same
manufactures of, if plated	30 p c	Same
Bromine	Free	Same
Brooms	20 p c	Same
Brushes	25 p c	Same
Broom corn	Free	Same
Bronze or Dutch metal	30 p c	Same
Buckskins, tanned or dressed (glove leather)	10 p c	Same
Bronze statuettes	35 p c	Same
Buckwheat	10c. per bushel	Same
meal or flour	¼c. per lb.	Same
Buchu leaves	Free	Same
Buckles, tin, for suspenders	35 p c	Same
Buckram, for the manufacture of hat and bonnet shapes	Free	Same
Builders' hardware	32½ p c	30 p c
Bulbs, flower	Free	Same
Bullion, gold and silver, in bars, blocks or ingots and bullion fringe	Free	Same
Burr stones, in blocks, rough unmanufactured, not bound up or prepared for binding into mill stones	Free	Same
Burgundy pitch	Free	Same
Butchers' steels	35 p c	30 p c
Butter	4c. per pound	Same
Butter triers	35 p c	Same
Butterine, or other substitute for butter, importation prohibited		
Buttons of vegetable ivory, pearl or horn	8c. per gross, and 20	35 p c
Buttons of hoof, rubber, vulcanite or composition	4c. per gross, and 20 p c	35 p c
Buttons, pantaloon, and all other, n.e.s.	20 p c	Same
Buttons, shoe, papier mache	Free	Same
Cabinet of Coins, collection of medals and other antiquities, including collection of postage stamps	Free	Same
Cabinet ware or furniture (wood or iron)	30 p c	Same
Calcareous tufa	Free	Same
Calumba root	Free	Same
Camwood and Sumac, and extract of, for dyeing or tanning	Free	Same
Candied peel, lemon, orange and citron	½c. lb. and 35	35 p c
Candles, tallow	25 p c	Same
Candles, paraffine wax	4c. per lb.	30 p c
Candles and tapers, all others, including sperm	25 p c	Same
Candle wick and lamp wicks	25 p c	Same
Cane or rattan, split or otherwise manufactured	17½	15 p c
Canton flannel, white	25 p c	Same
Canton flannel, printed or dyed	30 p c	35 p c
Canvas for manuf. of floor oil cloth, not less than 45 in. wide, and not pressed nor calendered	Free	Same
Canvas, "jute," when imported by manufacturers of floor oil cloth, for use in their factories	Free	Same
Canvas of flax or hemp and sail twine, to be used for boat and ship sails	5 p c	Same
Caoutchouc, unmanufactured	Free	Same
Caplins, unfinished leghorn hats	Free	Same
Caps, hats and bonnets, n.e.s.	30 p c	.....
Caps, percussion, for guns, rifles and pistols	30 p c	Same
Caps, percussion copper for blasting	3 p c	Same
Capsules for bottles, to be rated according to material		
Carbons	25 p c	.....
Cardboard	35 p c	Same
Cards, show cards	6c. lb. and 20	35 p c
Cards, for playing	6cts. per pack	Same
Carpet bags, trunks, and valises	30 p c	Same
Carpet, treble ingrain, three-ply and two-ply carpets, composed wholly of wool	5c. per square yd and 25 p c	35 p c
Carpets, two-ply and three-ply ingrain carpets, of which the warp is composed wholly of cotton or other material than wool, worsted, the hair of the Alpaca goat, or other like animal	3c. per square yd. and 25 p c	35 p c
Carpets, Brussels, tapestry, Dutch, venetian and damask; carpet mats and rugs of all kinds, n.e.s.; and printed felts and druggets and other carpets and squares n.o.p.	30 p c	35 p c
Carpets, Smyrna mats and rugs	30 p c	35 p c
Carpeting, matting and mats of hemp, cocoa, jute and stair pads	25 p c	Same
Cartridges, for guns, rifles and pistols, and cartridge cases	30 p c	.....
Carriages, buggies and pleasure carts, and similar vehicles, n.e.s., costing not more than $50	$5 ea. & 25 p c	35 p c
Costing more than $50	35 p c	Same

	Old.	New.
Farm and freight wagons, carts, drays and similar vehicles	25 p c	Same
Carriages, children's carriages of all kinds	35 p c	Same
Carriages, parts of, or other manufactured articles, shall be charged with same rate of duty, on a proportionate valuation, as that chargeable upon the finished article.		
Carriage hardware	32½ p c	30 p c
Carriages of travellers, and carriages laden with merchandise, and not to include circus troupes or hawkers	Free	Same
Cash boxes	25 p c	Same
Casts, as models for the use of schools of design	Free	Same
Catgut strings, or gut cord for musical instruments	Free	Same
Catgut or whipgut, unmanufactured	Free	Same
Caustic soda	Free	Same
Cases, for jewels, watches, silver and plated ware, cutlery, and other like articles of any material	5 cents each and 30 p c	30 p c
Celluloid, xylonite, or xyolite, in sheets, lumps, balls, or blocks, in rough	Free	Same
Celluloid moulded into sizes for handles of knives and forks, not bored nor otherwise manf	10 p c	Same
Celluloid balls and cylinders, coated with tinfoil, or not, but not finished or further manufactured	10 p c	Same
Celluloid collars	24c doz. & 25 pc	35 p c
Do. cuffs	4c pair & 25 p c	35 p c
Cement, hydraulic or water lime, ground, Portland or Roman, including barrels	40c. per barrel	12½c. 100 lbs.
Chalk stone, china or Cornwall stone, felspar and cliff stone, ground or unground	Free	Same
Chalk, manufactured	20 p c	.....
Chamomile flowers	Free	Same
Chamomile flowers, powdered	20 p c	Same
Chamois skins	17½ p c	Same
Charts, admiralty	Free	Same
Do. other	20 p c	Same
Charcoal	20 p c	Same
Cheese	3c. per lb.	Same
Cheese cloths, white	25 p c	Same
Do. colored	30 p c	35 p c
Cheques, pro. notes and drafts, printed	35 p c	Same
Cherry trees	3c. each	Same
Chewing gum, if sweetened	½c lb. & 35 p c	35 p c
Do. not sweetened	20 p c	.....
Chicory, raw or green	3c. per lb.	Same
Do. dried, roasted or ground	4c. per lb.	Same
China clay, natural or ground	Free	Same
Chloralum or chloride of alum	Free	Same
China and porcelain ware	30 p c	Same
Chloride of barium	20 p c	Same
Chloride of lime	Free	Same
Chronometer clocks, as clocks	25 p c	Same
Do. watches	25 p c	Same
Chronometers and compasses for ships	Free	Same
Chromos, chromotypes, oleographs and other cards, pictures or artistic works of similar kinds, produced by any process other than hand painting or drawing whether for business or advertising purposes or not, printed or stamped on paper, cardboard or other materials, n.e.s	6c. per lb. and 20 p c	35 p c
Church vestments	20 p c	Same
Churns, brooms, pails, tubs, pounders and rolling pins	20 p c	Same
Cider, not clarified or refined	5c. Im. gal.	Same
Do. clarified or refined	10c. Im. gal.	Same
Cigars and cigarettes	$2 lb. & 25 p c	$3 lb. and 25 p c
Cinchona bark	Free	Same
" powdered	20 p c	Same
Cinnabar	Free	Same
Citrons, rinds of, in brine	Free	Same
Citric acid	Free	Same
Clays	Free	Same
Cliff stone, unmanufactured	Free	Same
Do. manufactured	30 p c	Same
Clocks and clock cases of all kinds	25 p c	Same
Clock springs and clock movements other than for tower clocks, complete or in parts	25 p c	Same
Clothes wringers	25c. each and 20 p c	35 p c
Clothing, cotton, silk and linen	32½ p c	35 p c
Do. ready-made, and wearing apparel of every description, composed wholly or in part of wool, worsted, the hair of the alpaca goat or other like animal, n.o.p	5c. per lb. and 30 p c	35 p c
Clothing, donations of for charitable purposes	Free	Same
Clothing, imported by and for use of army and navy, or for Canadian militia. Dutiable according to material. Duty refunded upon reference to Department.		
Coal, and coal dust, anthracite	Free	Same
Coal, bituminous, per ton of 2,000 lbs	60 p c	Same
Coal dust and slack, bituminous	20 p c	Same
Coke	Free	Same
Coal tar and coal pitch	Free	Same
Cobalt, ore of	Free	Same
Cochineal	Free	Same
Cocoa mats and matting	25 p c	Same
Cocoanuts, imported from place of growth by vessel direct to a Canadian port	50c. per 100	Same
Cocoanuts, not imported direct	$1 per 100	Same
Cocoa paste and chocolate paste, cocoas and cocoa butter	4c. per lb.	Same
Cocoa shells and nibs, chocolate and other preparations of cocoa	20 p c	Same
Cocoanut, desiccated, sweetened or not	5c. per lb.	Same
Cocoa beans, not roasted, crushed or ground	Free	Same
Coffee, green, n.e.s	10 p c	Same
Coffee, green, imported direct from the country of growth and production, or purchased in bond in any country where coffee is subject to Customs duty	Free	Same
Coffee, roasted or ground, when not imported direct from the country of growth and production	2c. per lb. and 10 p c	Same
Coffee, roasted or ground, and all imitations of and substitutes for, n.e.s	2c. per lb.	Same
Coffee, extract of, or substitutes for, of all kinds	3c. per lb.	Same
Coffee and milk	30 p c	Same
Coffee mills or roasters	27½ p c	25 p c
Coffins and caskets, of any materials	25 p c	Same
Coins, silver coins from the U. S	25 p c	Same
Coins, gold and silver, except U. S. silver coins	Free	Same
Coir and coir yarn	Free	Same
Collars of linen, cotton, celluloid, xylonite, or xylite	25c. per doz. and 25 p c	35 p c
Collars, lace collars	30 p c	35 p c
Collodion	20c. per Im. gal. and 20 p c	.....
Cologne water, alcoholic perfumes, and perfumed spirits, bay rum, and lavender waters, hair, tooth and skin washes and other toilet preparations containing spirits of any kind, when in bottles or flasks weighing not more than 4 oz. each	50 p c	Same
When in bottles, flasks, or other packages weighing more than 4 oz. each	$2.25 per gal. and 40 p c	$2.40 per gal. and 40 p c
Combs, dress and toilet, all kinds	35 p c	Same
Combs, curry combs, as saddlers' hardware	32½ p c	30 p c
Commercial blank forms	35 p c	Same
Communion plate imported by and for use in churches	Free	Same
Composition metal for the manufacture of filled gold watch-cases	10 p c	.....
Compasses for ships	Free	Same
Composition nails, spikes and sheathing nails	15 p c	Same
Composition fuel, in blocks	20 p c	Same
Concentrated lye	20 p c	Same
Condensed coffee	30 p c	Same
Condensed milk	3¼c. p c	Same
Confectionery and sugar candy	½c lb. & 35 p c	35 p c
Copper, old and scrap in pigs, bars, rods, bolts, over six feet in length, ingots and sheathing not planished or coated, and copper seamless drawn tubing	Free	Same
Copper wire	15 p c	20 p c
Do. twisted, for manufacture of boots and shoes	Free	Same
Copper rollers, for use in calico printing, when imported by calico printers for use in their factory in the printing of calico and for no other purpose, such rollers not being manufactured in Canada	Free	Same
Copper, in sheets	Free	.....
Do. bath, finished	30 p c	.....
Do. all manufactures of, n.e.s	30 p c	.....
Do. precipitate of, crude	Free	.....
Copperas, sulphate of iron	Free	.....
Copy books	35 p c	.....
Copying presses	30 p c	.....
Cords and tassels of silk or any other material	30 p c	.....
Cordage, cotton, of all kinds	25 p c	.....
Do. n.e.s	1¼c lb & 10 p c	.....
Cordials (see spirituous liquors)		.....
Corduroy, white, 25 per cent. colored	30 p c	.....
Corn, Indian	7½c. per bush.	free
Cornmeal	40c. per bbl.	25c. per bbl.
Corks and manufactures of cork-wood or cork-bark	20 p c	Same
Cork-wood or bark, unmanufactured	Free	Same
Corkscrews and cork drawers	27½ p c	.....
Cornice poles	30 p c	Same
Corsets	32½ p c	35 p c
Do. clasps, spoon clasps or busks, blanks, side steels and other corset steels, whether plain, japanned, lacquered, tinned or covered with paper or cloth; also back, bone or corset wires, covered with paper or cloth, cut to lengths and tipped with brass or tin, or untipped, or in coils	5c. lb. & 20 p c	.....
Cottoline, sub. for lard	2c. per lb.	Same
Cotton, raw	Free	Same
Do. covered wire	30 p c	25 p c
Do. seed in bulk	10 p c	Same
Do. bed quilts, white	25 p c	35 p c
Do. quilts with woven colored border	30 p c	35 p c

	Old.	New.
Cotton belting	20 p c	Same
Do. and jute tapestry	30 p c	35 p c
Do. and linen damasks	25 p c	30 p c
Do. grey or unbleached, fabrics	22½ p c	25 p c
Do. fabrics, white or bleached, n.e.s.	25 p c	Same
Do. fabrics, printed, dyed, or colored	30 p c	35 p c
Do. linen and silk clothing, corsets and other articles made from cotton fabrics	32½ p c	35 p c
Do. handkerchiefs, printed or plain	30 p c	35 p c
Do. or linen shirts, costing more than $3 per dozen	25 p. c. & sp. d. of $1 doz.	35 p c
Do. shirts, n.e.s	35 p c	Same
Do. undershirts and drawers knitted	35 p c	Same
Do. covered flat steel, cut to lengths, with brass on ends	5c. lb. & 20 p c	Same
Do. warps and cotton yarns, dyed or undyed, n.e.s.	25 p c	Same
Do. yarns, number forty and finer	Free	Same
Do. lamp wicks	25 p c	Same
Do. or linen collars	24c. per doz. and 25 p c	35 p c
Do. parasols and umbrellas	35 p c	Same
Do. prunella	Free	Same
Do. pillow cases	32½ p c	35 p c
Do. seamless bags	20 p c	Same
Do. sewing thread, in hanks, black, bleached, or unbleached, three and six cord	12½ p c	15 p c
Do. sewing thread, and crochet cotton on spools or in balls	25 p c	Same
Do. thread, all other, n.e.s.	25 p c	Same
Do. twine	25 p c	Same
Do. towels and shawls	25 p c	30 p c
Do. velvetcens, cotton velvets and cotton plush	30 p c	35 p c
Do. fire hose, lined with rubber	32½ p c	35 p c
Do. wadding, batting, batts dyed or not	22½ p c	25 p c
Do. warps and cotton yarns, dyed or undyed, n.e.s.	25 p c	Same
Do. jeans and coutilles, for corset and dress stay makers, for use in their factories	25 p c	Same
Do. manuf. of, n.e.s. (see cotton fabrics,)		
Do. waste and cotton wool	Free	Same
Do. seed cake	Free	Same
Cow hair, unmanufactured	Free	Same
Do. manufactured, n.e.s	20 p c	Same
Cracked corn and wheat	20 p c	Same
Cranberries, plums and quinces	25 p c	Same
Crapes, black	20 p c	Same
Crocus, composition	25 p c	Same
Crocks, earthenware, per gal. holding capacity	3c.	30 p c
Crop end of steel rails for the manuf. of steel	$4 per ton	.....
Crowbars	30 p c	.....
Cream of tartar, in crystals	Free	Same
Do. other, n.e.s.	20 p c	Same
Crucibles of plumbago	Free	Same
Do. earthenware	30 p c	Same
Cucumbers	25 p c	Same
Cuffs, of paper	35 p c	.....
Cuffs of linen, cotton, celluloid, xylonite or xyolite	4c. pr. & 25 p c	35 p c
Cultivators and parts thereof	20 p c	Same
Cups or other prizes won in bona fide competitions	Free	Same
Curry cards and combs	32½ p c	30 p c
Curry powders	25 p c	Same
Curling stones of granite	Free	Same
Curtains, trimmed or untrimmed	30 p c	35 p c
Cutlery—knives wholly or in part plated	35 p c	30 p c
Do. not elsewhere specified	25 p c	30 p c
Cut flowers	20 p c	Same
Damask of cotton, or linen	25 p c	30 p c
Decalcomanic, or transfer pictures	6c. lb. & 20 p c	30 p c
Deer (glove leather) tanned or dressed, colored or not colored	10 p c	Same
Deer hair	Free	Same
Degras	20 p c	Same
Degras and olco-stearine, when imported by manufacturers of leather for use in the manufacture of leather in their factories	Free	Same
Dental instruments of all kinds	15 p c	Same
Diamonds, set	25 p c	Same
Diamonds, unset, dust or bort, and black diamonds for borers	Free	Same
Diamond drills for prospecting for minerals, not to include motive power	Free	Same
Dice, ivory or bone, fancy	35 p c	Same
Dogs	20 p c	Same
Doors, for safes and vaults, of iron or steel	30 p c	Same
Door knob tops	32½ p c	30 p c
Dragon's blood	Free	Same
Drain pipes, sewer pipes, chimney linings or vents, and inverted blocks, glazed or unglazed, and earthenware tiles	35 p c	Same
Draughts and chessmen of ivory or bone, fancy	35 p c	Same
Drawing paper, mounted	30 p c	Same
Drawings, n.e.s	20 p c	Same
Dried flowers	20 p c	Same
Dried roots, n.e.s.	Free	Same
Dried vegetables	25 p c	Same
Druggets, dyed cotton	30 p c	35 p c
Drugs, in a crude state, used in dycing or tanning	Free	Same
Dryer's japan	20c gal & 20 p c	Same
Dualin, dynamite, giant powder and nitro	4c. per lb.	3c. per lb.
Duck, for belting and hose, when imported by manufacturers of rubber goods for use in their factories	Free	Same
Dutch metal or bronze	25 p c	.....
Dye wood, ground logwood and fustic	Free	Same
Dyes, patent prepared	Free	Same
Dyes, aniline and coal tar dyes, in bulk or packages of not less than 1 lb. weight, including alizarine and artificial alizarine	Free	Same
Dyes, aniline, n.e.s., less than 1 lb.	20 p c	Same
Dye, jet black	Free	Same
Dyeing or tanning articles in a crude state, used in dyeing or tanning, n.e.s	Free	Same
Earth closets	30 p c	.. ..
Earthenware tiles	35 p c	Same
Earthenware drain tiles, not glazed	20 p c	Same
Earthenware and stoneware demijohns or jugs, churns and crocks, per gal. holding capacity	3c. per gal.	Same
Earthenware and stoneware, brown or col'd, and Rockingham ware, white granite or iron stoneware and C.C. ware, decorated, printed or sponged, and all earthenware n.e.s.	30 p c	Same
Eggs	3c. per doz.	Same
Elastic rubber thread	Free	Same
Electric and galvanic batteries	25 p c	Same
Electric light apparatus, parts of, when imported separately	25 p c	Same
Electro-plated ware, wholly or in part electro or gilt	30 p c	Same
Electrotypes, stereotypes and celluloids of books, and bases and copper shells for the same, whether composed wholly or in part of metal or celluloid	Free	2c. per sq. in.
Electrotypes, stereotypes and celluloids for almanacs, calendars, illustrated pamphlets, newspaper advertisements or engravings, and all other like work for commercial, trade or other purposes, n.e.s.; and matrices or copper shells of the same	2c. per sq. in.	Same
Electrotypes, stereotypes and celluloids of newspaper columns, and bases for the same, composed wholly or partly of metal or celluloid	¾c. per sq. in.	Same
Matrices or copper shells of the same	2c. per sq. in.	Same
Embalming boards	30 p c	.....
Embossed paper, extra heavy, for cracked and damaged walls	35 p c	Same
Embroideries, n.e.s.	30 p c	35 p c
Emery in bulk, crushed or ground	Free	.....
Emery and sand paper	20 p c	Same
Emery wheels	25 pc	Same
Enamelled iron hollow ware	35 p c	30 p c
Engines, locomotives	35 p c	Same
Engines, fire	35 p c	Same
Engines, fire, chemical	35 p c	Same
Engines, steam, of ships or other vessels built in any foreign country, etc	25 p c	Same
Engines, all others, and boilers, n.e.s	27½ p c	25 p c
Engravings and prints	20 p c	.....
Entomology, specimens of	Free	Same
Envelopes, paper, of all kinds	35 p c	Same
Ergot	Free	Same
Esparto, or Spanish grass, and other grasses and pulp of, including fancy grasses, dried, but not colored or otherwise manufactured	Free	Same
Essences or extracts, mixed with spirits	$2.25 per Im. gal. and 30 p c	$2.40 and 30 p c
Essential oils	10 p c	Same
Ether, sulphuric	5c. per lb.	25 p c
Excelsior, for upholsterers' use	25 p c	.....
Extract of logwood, fustic, oak, and of oak bark	Free	Same
Extract of malt, for medicinal purposes, n.e.s.	25 p c	Same
Extract of fluid beef, not medicated	25 p c	Same
Eyelets of brass	Free	Same
Eyeglasses, finished	30 p c	Same
Eyeglasses, unfinished, and parts of	20 p c	Same
Fancy grasses, dried, but not colored nor otherwise manufactured	Free	Same
Fancy workboxes, writing desks, glove boxes, handkerchief boxes, manicure cases, perfume cases, toilet cases and fancy cases for smokers' sets, and all similar fancy articles made of bone, shell, horn, ivory, wood, leather, plush, satin, silk, satinette or paper; dolls and toys of all kinds, including sewing machines, when not more than $2 in value; and toy whips, ornaments of alabaster, spar, amber, terra cotta or composition statuettes and bead ornaments, n.e.s	35 p c	Same
Fans, to be rated according to material.		
Farina	1½c. per lb.	Same
Feathers, undressed	20 p c	Same
Feathers, n.e.s.	30 p c	Same

	Old.	New.
Feather beds, bolsters and pillows	30 p c	same
Felt, pressed, of all kinds, not filled or covered by or with any woven fabrics	17½ p c	20 p c
Felt, adhesive, for sheathing vessels	Free	same
Felt, printed as carpets	30 p c	.....
Felt, roofing, tarred or coated	25 p c	.....
Felt, roofing, not tarred	25 p c	.....
Felt cloth, n.e.s	5c. lb. & 25 p c	.....
Ferro-manganese and ferro-silicon	5 p c	same
Fertilizers, artificial and mineral	10 p c	same
Fibre, Mexican, Tampico or Istle	Free	same
Fibreware, indurated fibreware, vulcanized fibreware and all articles of like material	25 p c	same
Fibre, vegetable, for manufacturing purposes	Free	same
Fibrilla	Free	same
Filberts	2c. per lh.	same
Files and rasps	35 p c	30 p c
Fillets of cotton and rubber not exceeding 7 inches wide, for manufac. of card clothing	Free	same
Firearms	20 p c	30 p c
Fire bricks, for use exclusively in processes of manufactures, not to include stove linings	Free	same
Fire clay gas logs	20 p c	same
Fire clay gas retorts	20 p c	same
Fire clay retorts, crucibles	30 p c	same
Fire clay	Free	same
Fire works	25 p c	same
Fire hose, of cotton or linen, lined with rubber, or of ruhber	32 p c	35 p c
Fire dogs, iron	27½	25 p c
Fish, and the products thereof, from Newfoundland	Free	.....
Fish skins and fish offal	Free	same
Fish.—Mackerel, fresh	1c. per lb.	same
Herrings, pickled or salted	½c. per lb.	same
Salmon, pickled or salted	1c. per lb.	same
Salmon, fresh	Free	½c. per lb.
All other fish, pickled or salted, in bbls.	1c. per lb.	same
Foreign caught fish, imported otherwise than in bbls. or half bbls., whether fresh, dried, salted or pickled, n.e.s	50c. 100 lbs.	same
Smoked and boneless fish	1c. per lb.	same
Anchovies and sardines, packed in oil or otherwise, in tin boxes, measuring not more than 5 in. long, 4 in. wide, and 3½ in. deep	5c. per box	same
In half boxes, measuring not more than 5 in. long, 4 in. wide, and 1⅝ deep	2½c. half box	same
In quarter boxes, measuring not more than 4¾ in. long, 2½ wide and 1¼ deep	2c. per quarter box	same
Imported in any other form	30 p c	same
Fish preserved in oil, except anchovies and sardines	30 p c	same
Salmon and all other fish prepared or preserved, including oysters, n.e.s	25 p c	same
Oysters, shelled, in bulk	10c. per gal.	same
Oysters, canned, in cans not over one pint	3c. per can, including cans	same
Oysters in cans over one pint and not over one quart	5c. per can, including cans	same
Oysters in cans exceeding one quart	5c. for each qt. or fraction of a qt. of the capacity, including cans, 5c. qt.	same
Oysters in the shell	25 p c	.....
Oysters, seed and breeding, imported for the purpose of being planted in Canadian waters	Free	same
Packages containing oysters or other fish not otherwise provided for	25 p c	same
Oils, spermaceti, whale and other fish oils, and all other articles the produce of the fisheries, n.e.s	20 p c	same
Cans or packages made of tin or other material, containing fish of any kind	.....	.....
Not exceeding one quart in contents	1½c. on each can or pkg., and when exceeding one qt. an additional duty of 1½c. for each additional quart or fractional part thereof.	
Fish hooks, nets, seines, lines and twines, not to include sporting fishing tackle or hooks with flies, or trolling spoons, or threads or twines commonly used for sewing or manufacturing purposes	Free	same
Fish hooks, n.e.s	27½ p c	.....
Fish nets, seines	30 p c	same
Fishing rods	30 p c	same
Fishing hooks, with flies	30 p c	same
Flagstones, sawn or otherwise dressed	30 p c	25 p c
Flannels, of every description, n.e.s. (wool),	5c. lb. and 25	35 p c
Flax, fibre	Free	same
Flax, tow of	Free	same
Flax seed	Free	same
Flax sail twine	5 p c	same
Flax, manufactures of, n.e.s	20 p c	25 p c
Flint, flints and ground flint stones	Free	same
Floor carthenware tiles	35 p c	30 p c
Florist stock, viz., palms, orchids, azaleas, cacti and flower bulbs of all kinds	Free	same
Flour, buckwheat or meal	¼c. per lb.	same
Flour of corn	1½c. per lb.	same
Flour of rye	50c. per bbl.	same
Flour of wheat	75c. per bbl.	60c. per bbl.
Flour of rice or sago	25 p c	same
Fluting machine, iron	27½ p c	25 p c
Fly paper	35 p c	same
Fog signals, detonating	30 p c	.....
Folding machines	10 p c	.....
Folia digitalis	Free	same
Food, milk, and all similar prep	30 p c	.....
Foot grease, refuse of cotton seed, but not when treated with alkalies	Free	.....
Forks, table cast iron, not handled nor ground, or otherwise further manufactured	10 p c	same
Fossils	Free	same
Fowls, domestic, pure bred, also homing or messenger pigeons, pheasants and quails for improvement of stock	Free	same
Fowls, other	20 p c	same
Frames, clasps and fasteners, for purses and chatelaine bags or reticules, not more than 7 inches in diameter, when imported by the manufacturers of same in their factories	20 p c	.....
Fringes	30 p c	35 p c
Fruit syrups, lime juice, and fruit juices, n.o.p.	20 p c	same
Fruits, dried, desiccated, or evaporated apples, dates, figs, and other dried, etc., fruits, n.e.s.	25 p c	same
Fruits, dried, raisins, currants and prunes	1c. per lb.	same
Fruits, bananas, plantains, pineapples, pomegranates, guavas, mangoes, shaddocks; wild blueberries, strawberries and raspberries	Free	same
Fruits, green, grapes	2c. per lb.	same
Fruits, green, blackberries, gooseberries, raspberries, strawberries, cherries, and currants. The weight of the package to be included in the weight per duty, n.e.s	2c. lb.	same
Fruits in air-tight cans or other packages. The weight of the cans or packages to be included in the weight for duty	2¼c. per lb.	same
Fruits preserved in brandy and other spirits	$2 per Im. gal.	same
Fuller's earth	Free	same
Fuller's earth, prepared	30 p c	25 p c
Furniture, of wood, iron or any other material, for house, cabinet or office, fin. or in parts, including hair and spring and other mattresses, bolsters and pillows	30 p c	same
Fur skins, of all kinds, not dressed in any manner	Free	same
Fur skins, wholly or partially dressed	15 p c	same
Fur hats, caps, muffs, tippets, capes, coats, cloaks and other manufactures of fur	25 p c	30 p c
Galvanized Nails and Spikes, wrought and pressed	30 p c	same
Galvanized sheet iron, number 17 gauge and thinner	5 p c	same
Galvanic batteries	25 p c	same
Game	20 p c	same
Gannister	Free	same
Gas and coal oil, or kerosene fixtures, or parts thereof	27½ p c	30 p c
Gas coke	Free	.....
Gas meters	35 p c	same
Gas, for dentists and others	20 p c	same
Gelatine	25 p c	same
Gentian and ginseng root	Free	same
German spirits of nitrous ether (sweet nitre),	$2.25 imp. gal. and 30 p c	$2.40 and 30 p c
German and nickel silver, manufactures of, not plated	25 p c	same
German and nickel silver, plated, n.e.s	30 p c	same
German silver, and silver in sheets	Free	same
Giant powder, dualin, dynamite and other explosives	4c. per lb.	3c. per lb.
Gilling twine, imported for the use of the fisheries	Free	same
Gilling twines, linen thread	20 p c	same
Gilt ware, of all kinds, except jewellery	30 p c	same
Gin. See spirituous liquors		
Ginger, preserved	30 p c	same
Glacier, window decorations	6c. per lb. and 20 p c	20 p c
Glass, crystal and decorated table-ware, made expressly for mounting with silver-plated trimmings, when imported by manufacturers of plated ware	20 p c	same
Glass, ornamented, figured and enamelled colored glass; painted and vitrified glass; figured, enamelled and obscured white glass, and rough rolled plate glass	25 p c	30 p c
Glass stained windows	30 p c	same
Glass, carboys and demijohns, empty or filled bottles and decanters, flasks and phials	30 p c	same
Glass, flasks and phials; telegraph and lightning rod insulators, jars and glass balls, and cut, pressed or moulded tableware	30 p c	same

	Old.	New.
Glass, lamp, gas and electric light shades, lamps and lamp chimneys, side lights and head lights, globes for lanterns, lamps, gas and electric lights, n.e.s.	30 p c	same
Glass bulbs for electric lights	10 p c	same
Glass, common and colorless window glass; and plain colored, stained, tinted or muffled glass in sheets	20 p c	same
Glass, imitation porcelain shades, and colored glass shades, not figured, painted, enamelled or engraved	30 p c	same
Glass and emery paper	20 p c	same
Glass, plate, not colored, in panes of not over 12 square feet each	4c. per sq. ft.	30 p c
And when bevelled	2c. sq. ft. add'l	35 p c
Glass, German looking glass, unsilvered	17½ p c	20 p c
Glass, plate, not colored, in panes of over 12 and not over 30 square feet	6c. per sq. ft.	30 p c
When bevelled	2c. sq. ft. add'l.	35 p c
Glass, plate, in panes over 30 and under 70 square feet	8c. per sq. ft.	30 p c
When bevelled	2c. sq. ft. add'l.	35 p c
Glass, plate in panes over 70 sq. ft	9c. per sq. ft.	30 p c
When beveled	2c. sq. ft. add'l	35 p c
Glass, silvered	27½ p c	30 p c
Glass, silvered, bevelled	32½ p c	30 p c
Glass, all other, and manufactures of, n.o.p., including bent plate glass	20 p c	same
Glaziers' hacking and putty knives	35 p c	30 p c
Gloves and mitts of all kinds	35 p c	same
Glue, sheet, broken sheet and ground	25 p c	.....
Glue, liquid	25 p c	.....
Glucose and glucose syrup	1¼c. per lb.	¼c. lb.
Glycerine	20 p c	same
Goat hair, unmanufactured	Free	same
Gold beaters' moulds and skins	Free	same
Gold laces, gold and silver cloth or thread	30 p c	.....
Gold and silver bullion, in bars, blocks or ingots, and bullion fringe	Free	same
Gold and silver ware, plated, n.e.s	30 p c	same
Gold medals	25 p c	30 p c
Gold and silver leaf, and Dutch or schlag metal leaf	25 p c	25 p c
Gold and silver, manufactures of, n.e.s	25 p c	30 p c
Gongs for doors, as bells	25 p c	same
Gooseberry bushes	20 p c	same
Grafting stock (see seedling stock)	Free	same
Grape vines	20 p c	same
Grain of all kinds when damaged by water in transitu (on appraised value)	20 p c	same
Granite ware, enamelled iron ware	35 p c	same
Grass, manilla and sea grass	Free	same
Grass, manufactures of, n.e.s	20 p c	same
Gravels	Free	same
Grease, rough, the refuse of animal fat, when imported by the manufacturers of soap for use in their own factory only	Free	same
Grease, axle	25 p c	same
Grease, foot, refuse of cotton seed after oil is pressed out	Free	same
Grease, other, n.e.s	20 p c	same
Grindstones, not mounted, and not less than twelve inches in diameter	$1.75 per ton	20 p c
Grindstone fixtures	27½ p c	.....
Guano, and other animal and vegetable manures	Free	same
Gums, amber, Arabic, Australian, Elemy, Copal, Damar, Kaurie, Mastic, Sandarac, Senegal, and shellac; and white shellac in gum or flake, for manufacturing purposes; and gum Tragacanth, gum Gedda and gum Barberry	Free	same
Gum, British, Dextrine, sizing, cream and enamel sizing	10 p c	same
Gum, sappato and chicle, crude	Free	same
Gum, opium, powdered	$1.35 per lb.	same
Gum, opium, prepared for smoking	$5 per lb.	same
Gum, opium (drug)	$1 per lb.	same
Gums, assafœtida, camphor and others, n.e.s.	20 p c	same
Gunpowder, gun, rifle, sporting, cannon and musket, canister	3c. per lb.	same
Gunpowder, blasting and mining	2c. per lb.	same
Guns, rifles and muskets	20 p c	30 p c
Gut and worm gut, manufactured or unmanufactured, for whip and other cord	Free	same
Gutta percha clothing, or clothing made waterproof with guta percha	35 p c	same
Gutta percha, crude	Free	same
Gutta percha, manufactures of	25 p c	same
Gypsum, crude (sulphate of lime)	Free	same
Hair, cleaned or uncleaned, but not curled or otherwise manufactured	Free	same
Hair, curled	20 p c	same
Hair cloth of all kinds	30 p c	same
Hair mattresses	30 p c	.....
Hair, plasterers' and manufactures of, n.e.s	20 p c	same
Hair oils, pomatums and pastes, and all other perfumed preparations used for the hair, mouth and skin	30 p c	same
Hair pins	30 p c	same
Hammers, blacksmith hammers	35 p c	30 p c
Hammers, other, n.e.s	35 p c	same
Hammocks and lawn tennis nets and other like articles manufactured of twine, n.e.s.	30 p c	same
Hams, salted, dried or smoked	2c. per lb.	same
Harness and saddlery of every description, and parts of same	30 p c	.....
Hatchets, n.e.s	35 p c	30 p c
Hat boxes	30 p c	same
Hat covers of rubber	25 p c	same
Hats, caps and bonnets, n.e.s	30 p c	same
Hatters' bands, bindings, tips and sides; linings, both tips and sides; hat sweats; when imported by hat manufacturers for use in their factories in the manufacture of hats	Free	same
Hatters' plush, of silk or cotton, and furs not on the skin	Free	same
Hay	$2 per ton	same
Hemlock bark	Free	same
Hemp paper, made on four-cylinder machines and calendered to between .006 and .008 in. thickness, for manufacture of shot shells, primers for the manufacture of shot shells and cartridge and felt board, sized and hydraulic pressed and covered with paper or uncovered for the manufacture of gun wads, when such articles are imported by the manufacturers of shot shells, cartridges and gun wads, to be used for these purposes only in their own factories; provided always that the said articles when imported shall be entered only at such port or ports as may be named by the Controller of Customs, and at no other place	Free	same
Hemp, undressed	Free	same
Hemp, manufactures of, n.e.s	20 p c	25 p c
Hickory spokes, rough turned, not tenoned, mitred, throated, faced, sized, cut to length, round tenoned or polished	Free	same
Hides, raw, whether dried, salted or pickled	Free	same
Hob nails	30 p c	35 p c
Hoes	35 p c	25 p c
Holly	20 p c	same
Hominy, in barrels	40c. per barrel	same
Honey, in the comb or otherwise, and adulterations and imitations thereof	3c. per lb.	same
Hoofs, horns and horn tips	Free	same
Hoop skirts and similar goods, n.e.s.	32½ p c	25 p c
Hops	6c. per lb.	same
Hop extract and hop roots	20 p c	.....
Horns, in the rough	Free	same
Horn strips	Free	same
Horse clothing, shaped, n.o.p.	5c. lb. & 30 p c	30 p c
Horse clothing of jute, shaped or otherwise manufactured	30 p c	same
Horses, n.e.s.	20 p c	same
Hosiery, of silk	35 p c	same
House furnishing hardware, rated according to material.		
Hubs, rough hewn or sawn only	Free	same
Hymn books	Free	same
Hydrants, valves and watergates (iron)	27½ p c	25 p c
Ice	Free	same
Ice boxes	30 p c	same
Illuminating oils, composed wholly or in part of the products of petroleum, coal, shale or lignite, costing more than 30c. per gal.	25 p c	same
Incense	20 p c	same
Indian corn of the varieties known as "Southern White Dent Corn," or horse tooth ensilage corn, and "Western Yellow Dent Corn," or horse tooth ensilage corn, when imported to be sown for soiling and ensilage only	Free	same
Indian corn	7½c. per bush.	free
Indian corn meal	40c. per bbl.	25c. per bbl
Indian corn and corn meal, when damaged by water in transitu on appraised value	20 p c	.....
India rubber boots and shoes with tops or uppers of cloth or of material other than rubber	30 p c	25 p c
India rubber boots and shoes and other manufactures of India rubber, n.e.s.	25 p c	same
India rubber clothing, or clothing made waterproof with India rubber, n.e.s	35 p c	same
India rubber hose, belting, packing, mats and matting, and cotton and linen hose, lined with rubber	32½ p c	35 p c
India rubber, unmanufactured	free	same
India rubber, crude and hard rubber in sheets, but not further manufactured, and re-covered rubber and rubber substitute	free	same
Indigo	free	same
Indigo auxiliary or zinc dust	free	same
Indigo paste and extract of	free	same
Infants' food, all kinds	30 p c	.....
Ink, for writing	20 p c	same
Ink, for printing	20 p c	.....
Inkstands, n.e.s	30 p c	same
Insect powder, n.e.s	20 p c	same
Iodine, crude	free	same
Iodine, resublimed	20 p c	same

	Old.	New.
Iris, orris root	free	same
Isinglass	25 p c	same
Iron sand or globules and dry putty, for polishing granite	20 p c	same
Iron borings	free	same
Iron liquor, solution of acetate of iron for dyeing and calico printing	free	same
Iron, oxide of, dry	25 p c	same
Iron and steel and manufactures of :—		
Adzes	35 p c	30 p c
Anchors	free	same
Angles, rolled iron or steel angles, channels, structural shapes and special sections, weighing less than 35 lbs. per lineal yard	35 p c, but not less than $10 ton	$7 per ton
Angles, rolled iron or steel angles, channels and special sections, weighing not less than 35 lbs. per lineal yard, and rolled iron or steel beams, joists, girders, column sections, trough sections and other building or bridge structural sections, weighing not less than 25 lbs. per lineal yard, and rolled iron or steel bridge plate not less than ⅜ of a inch thick, nor less than 15 inches wide, and flat eye bar blanks, not punched or drilled	12½ p c	15 p c
Angles for iron or composite ships or ves'ls	free	same
Axes, chopping axes	35 p c	25 p c
Axes of all kinds, adzes, hatchets and hammers, n.e.s.	35 p c	25 p c
Axles, springs and parts thereof, axle bars and axle blanks of iron or steel for railway or tramway vehicles	$20 per ton, but not less than 35 p c	same
Axles, springs and parts thereof, axle bars and axle blanks of iron or steel, n.e.s.	1c. lb. & 20 p c	30 p c
Balances	30 p c	same
Bars, crowbars	30 p c	same
Bar iron, rolled or hammered, comp. rounds, squares and bars and shapes of rolled iron or steel, not more than four inches in diameter, and flats not thinner than No. 16 gauge, whether in coils, bundles, rods or bars, n.e.s.	$10 per ton	$7 per ton
Barbed wire fencing of iron or steel	¼c. per lb.	15 p c till Jan. 1, '98, then free
Steel rails, weighing not less than 45 lbs. per lineal yard, for use in railway tracks ; but this item shall not extend to rails for use in the tracks of railways used or intended for private purposes only, nor shall it extend to rails which are not used or intended to he used in connection with the business of common carrying of either goods or passengers, nor shall this item extend to rails for use in the tracks of street railways or tramways	free	same
Iron or steel railway bars or rails of any form, punched or not punched, n.e.s., for railways, which term for the purposes of this item shall include all kinds of railways, street railways and tramways, even although the same are used for private purposes only, and even although they are not used or intended to be used in connection with the business of common carrying of goods for passengers	30 p c	same
Boiler tubes of wrought iron or steel, including corrugated tubes or flues for marine boilers	7½ p c	5 p c
Bowls for cream separators (steel)	free	same
Bolts with or without threads or nuts, and bolt blanks	1c. lb. & 20 p c	35 p c
Bridges, iron and structural iron works ..	30 p c, but not less than 1c. lb.	30 p c
Bridge plate not less than ⅜ of an inch thick, nor less than 15 inches wide	12½ p c	15 p c
Canada plates	5 p c	same
Cast iron vessels, plates, stove plates and irons, sad irons, hatters' irons, tailors' irons	27½ p c	25 p c
Castings, other, n.e.s., iron	25 p c	same
Chain traces, iron	30 p c	.....
Chains, iron or steel, 5-16 of an inch in diameter	5 p c	same
Chains, other, n.e.s.	27½ p c	.....
Clock springs	25 p c	.....
Clock springs and corset steels, to be flat wire of steel of No. 16 gauge or thinner, to be used in the manufacture of dressed stays, crinoline and corset wire ; steel of No. 20 gauge and thinner, but not thinner than No. 30 gauge, to be used in the manufacture of corset steels, clock springs and shoe shanks, when imported by the manufacturers of such articles for use in their factories	free	same
Crowbars	30 p c	same
Crucible cast steel wire	free	same
Crucible sheet steel, 11 to 16 gauge, 2½ to 18 in. wide, when imported by manufacturers of mower and reaper knives for the manufacture of such knives in their own factories	free	same
Wrought scrap iron and scrap steel, being waste or refuse wrought iron or steel, fit only to be re-manufactured, the same having been in actual use, not to include cuttings or clippings which can be used as iron or steel without re-manufacture, and steel bloom ends and crop ends of steel rails, $3 per ton, and on and after the 1st day of January 1895	$4 per ton	$1.50 per ton
Iron or steel, being pieces, punchings or clippings of boiler plate or other plates, sheets or bars of iron or steel, whether the same have had the ragged or cropped ends or edges sheared off or not, and crops from iron or steel rails having both ends sawn or sheared off, the same not having been in actual use and being fit for re-rolling or re-manufacture only	$4 per ton	$1.50 per ton
Engines, locomotive	35 p c	same
Engines, steam engines, boilers and machinery, composed wholly or in part of iron or steel, n.e.s.	27½ p c	25 p c
Fencing, buckthorn and strip, iron or steel.	½c. per lb.	25 p c
Ferro manganese, ferro silicon, speigel	5 p c	same
Files and rasps	35 p c	30 p c
Files, steel, for the manufacture of, when imported by file manufacturers for use in their factories	free	same
Fish plates, railway fish plates and tie plates	$10 per ton	$8 per ton
Forgings of iron and steel, of whatever shape, or in whatever stage of manufacture, n.c.s., 35 per cent, but not less than	$15 per ton	30 p c
Forks, table, cast iron, not handled or ground or otherwise further manufactured	10 p c	same
Furniture of any material	30 p c	.....
Garden rakes, hay knives, scythes, lawn mowers, rakes, n.e.s., pronged forks of all kinds and hoes	35 p c	25 p c
Hinges, T and strap, and hinge blanks	1c. per lh. and 20 p c	30 p c
Hollowware, of cast or wrought iron, n.e.s.	27½ p c	30 p c
Hollowware, enamelled	35 p c	same
Horseshoes and horseshoe nails	30 p c	same
Hoop iron, not exceeding ⅜ of an inch in width and being No. 25 gauge or thinner, used for the manufacture of tubular rivets	free	same
Iron or steel sheets, hoops, bands and strips, n.c.s., other iron or steel of all widths, sheet iron, common or black, smoothed, polished, coated or galvanized, and Canada plates, No. 17 gauge and thinner	5 p c	same
Iron or steel hoops, bands and strips, 8 inches and less in width, No. 18 gauge and thicker	$10 per ton	15 p c when more than 4c. per lb.
Iron or steel plates or sheets, sheared or unsheared, and skelp iron or steel sheared or rolled in grooves, and iron or steel of all widths thicker than No. 17 gauge, n.e.s.	$10 per ton	$7 per ton
Iron or steel ingots, cogged ingots, blooms and slabs, billets and puddled bars, loops or other forms less finished than iron or steel bars, but more advanced than pig iron, except castings	$5 per ton	$4 per ton
Iron or steel beams, sheets, plates, angles and knees, for iron or composite ships or vessels	free	same
Iron masts for ships, or parts of	free	same
Wrought iron or steel nuts and washers, iron or steel rivets, bolts with or without threads, nut and bolt blanks, less than ⅜ of an inch in diameter	1c. per lb. and 25 p c	35 p c
Wrought iron or steel nuts and washers, iron or steel rivets, bolts with or without threads, nut and bolt and hinge blanks, n.e.s., and T and strap hinges	1c. per lb. and 20 p c	30 p c
Iron, all articles rated as iron or manufacture of iron shall be chargeable with the same rate of duty, if made of steel, or of steel and iron combined, unless otherwise provided for		
Knife blades or knife blanks in the rough, for use by electro-platers	10 p c	same
Knives, reapers' and mowers' knives	20 p c	25 p c
Locks	32½ p c	30 p c
Locomotive and car wheel tires of steel, in the rough	free	same
Manufactured articles of iron, brass or steel which at the time of their importation are of a class or kind not manufactured in Canada, imported for use in the construction or equipment of ships or vessels	free	same

	Old.	New.
Manufactures, articles or wares not specially enumerated or provided for, composed wholly or in part of iron or steel, and whether partly or wholly manufactured	27½ p c	30 p c
Mattocks	35 p c	30 p c
Nails and spikes, wrought and pressed, galvanized or not, horseshoe nails, and all other wrought iron or steel nails, n.e.s., and horse, mule or ox shoes	30 p c	same
Nails, cut nails and spikes of iron or steel, including railroad spikes	¾c. per lb.	30 p c
Nail rods, Swedish rolled iron, under ½ inch in diameter, for the manufacture of horse shoe nails and Swedish rolled iron rods, under ½ inch in diameter and of not less than 1¾c. per lb. in value	15 p c	same
Nails, composition, spikes and sheathing nails	15 p c	same
Name plates, enamelled	35 p c	30 p c
Needles, steel, viz., cylinder needles, hand frame needles and latch needles	30 p c	same
Needles, steel, n.o.p	30 p c	same
Other steel, n.e.s	27½ p c	30 p c
Picks, mattocks, grub-hoes, adzes, hatchets, and eyes or poles for same, and tools of all descriptions, n.e.s	35 p c	30 p c
Pig iron, iron kentledge and scrap iron	$4 per ton	$2.50 per ton
Pipes, cast iron, $10 per ton, but not less than	35 p c	$8 per ton
Planing mills, and parts of, in any stage of manufacture	30 p c	25 p c
Plates, scraper plates	27½ p c	.....
Plates, engraved on steel	20 p c	.....
Plates, steel plates less than 30 in. wide and not less than ¼ of an inch thick	12½ p c	.....
Plates, cast-iron plates, and stove plates, and irons, sad irons, hatters' irons and tailors' irons	27½ p c	25 p c
Plate, Canada plate	5 p c	same
Plates, saw plates, cut to shape only, not otherwise manufactured	free	same
Plough plate, mould boards and land sides, and other plates for agricultural implements, when cut to shape from rolled plates of steel, but not moulded, punched, polished or otherwise manufactured, and being of a greater value than 4c. a pound	5 p c	same
Portable steam engines, threshers, separators, horse power, portable saw mills and planing mills, and parts of	30 p c	25 p c
Puddled bars	$5 per ton	$4 per ton
Pumps of all kinds and wind mills	30 p c	25 p c
Railway bars and rails, iron or steel, for railways and tramways. (See steel rails)		
Rivets, iron or steel, bolts with or without threads, or nut or bolt blanks. (See wrought iron or steel nuts, etc.)		
Rods of steel, rolled, under half an inch in diameter, or under half an inch square, imported by knob or lock manufacturers, or cutlers, for use exclusively in such manufacture in their own factories	free	same
Rolled iron tubes, not welded, under 1½ in. in diameter; angle iron, 9 and 10 gauge, not over 1½ in. wide; iron tubing, lacquered or brass covered, not over 1½ in. diameter, all of which are to be cut to lengths for the manufacture of bedsteads, and to be used for no other purpose; when imported for the manufacturers of iron bedsteads, to be used for these purposes only, in their own factories, until such time as any of the said articles are manuf'd in Canada	free	same
Rope, raw hide, as belting, being so used	20 p c	same
Safes, doors for safes and vaults, scales, balances and weighing beams of iron or steel	30 p c	same
Saws of all kinds	32½ p c	30 p c
Scrap iron and scrap steel, old, and only fit to be remanufactured, being part of or recovered from any vessel wrecked in water subject to the jurisdiction of Canada	free	same
Screws, commonly called wood screws—		
2 inches or over in length	3c. per lb.	35 p c
1 inch and less than 2 inches in length	6c. per lb.	35 p c
Less than 1 inch, 8c. per lb., provided that the duty shall not be less than	35 p c	35 p c
Screws, iron, steel, brass, or other metals, n.e.s.	30 p c	35 p c
Scythes	35 p c	25 p c
Sheet iron, common or black, No. 17 gauge and thinner	5 p c	same
Sheet iron signs, not framed	25 p c	30 p c
Sheet iron. (See iron or steel sheets, etc.)		
Sheet iron, for iron or composite ships	free	same
Sheets, crucible sheets, steel, 11 to 16 gauge, 2½ to 18 inches wide, imported by manufacturers of mower and reaper knives for manufacture of such knives in their own factories	free	same
Shoes, horse, mule and ox shoes	30 p c	same
Shovels and spades, shovel and spade blanks, and iron or steel cut to shape for same	50c. per doz. and 25 p c	35 p c
Skates	10c. per pair 30 p c	35 p c
Skates, steel for, valued at 2½c. per lb. and over	free	same
Sledges	30 p c	.....
Steels, table and butchers' steels	35 p c	30 p c
Steel of No. 12 gauge and thinner, but not thinner than No. 30 gauge, imported by manufacturers of buckle clasps and ice-creepers, to be used in the manufacture of such articles only in their own factories	free	same
Steel for the manufacture of hammers, augers, and auger bits, when imported by the manufacturers of such articles for use in their own factories only	free	same
Steel, Nos. 24 and 17 gauge, in sheets 63 inches long and from 18 inches to 32 inches wide for the manufacture of tubular bow sockets, when imported by the manufacturers for their own factories only	free	same
Steel, manufactures of, or parts of iron and parts steel, n.e.s	27½ p c	30 p c
Stoves	27½ p c	25 p c
Stove plates	27½ p c	25 p c
Swords	27½ p c	30 p c
Wedges	30 p c	same
Iron and manufactures of, or part iron and part steel, n.e.s	27½ p c	30 p c
Strips specially imported for the manufacture of buckthorn and plain strip fencing for use in their factories	free	same
Tacks, cut, brads or sprigs, not exceeding 16 ounces to the thousand	1½c. per 1,000	35 p c
Tacks, shoe, ½ to 4 oz. to the thousand	1c. per 1,000	35 p c
Tacks, cut, brads or sprigs, exceeding 16 oz. to the thousand	1½c. per lb.	35 p c
Track tools, wedges, crowbars and sledges	30 p c	30 p c
Traps	27½ p c	30 p c
Tubing, wrought iron, over 2 inches in diameter	15 p c	same
Tubing, of lap-welded iron, threaded and coupled or not, one and one-quarter to two inches inclusive in diameter, for use exclusively in artesian wells, petroleum pipe lines and petroleum refineries	20 p c	.....
Tubes not welded nor more than 1½-inch in diameter of rolled steel	15 p c	same
Tubes or pipes, either wrought iron or steel	5-10c. & 30 p c	30 p c
Washers, n.e.s	1c. lb. & 20 p c	25 p c
Provided that on all iron and steel bars, rods, strips or steel sheets of whatever shape, and on all iron or steel bars of irregular shape or section, cold rolled, cold hammered or polished in any way, in addition to the ordinary process of hot rolling or hammering, there shall be paid one-sixth of one cent per pound in addition to the rate imposed on the said materials.		
And provided, further, that all articles rated as iron or manufactures of iron shall be chargeable with the same rate of duty if made of steel, or of steel and iron combined, unless otherwise specially provided for.		
Ivory knives and folders and fancy manufrs	35 p c	30 p c
Ivory and ivory nuts, unmanufactured and vencers, sawn only	free	same
Ivory veneer, other	20 p c	.....
Ivory, manufactures of, n.e.s	20 p c	same
Ivory vaccine points	free	same
Jack Screws of every description, n.e.s	35 p c	same
Jalap root	free	same
Jams, jellies and preserves	3¼c. per lb.	same
Japanned and stamped tinware, etc	25 p c	same
Jerseys, ladies'	5c. lb. and 30 p c	35 p c
Jewellery and manufactures of gold and silver	25 p c	30 p c
Jews' harps	35 p c	.....
Junk, old	free	same
Jute and jute butts	free	same
Jute, carpeting or matting and mats	25 p c	same
Jute cloth, as taken from the loom, neither pressed, mangled, calendered, nor in any way finished	free	same
Jute, colored fabrics, part cotton, yarns or other material	30 p c	25 p c
Jute, manufactures of, n.e.s	20 p c	25 p c

(Continued on page 35.)

Markets and Market Notes

ONTARIO MARKETS.

TORONTO, April 22, 1897.

GROCERIES.

THE speculative demand for tobacco is still active, repeat orders being frequent. A good deal of sugar is also going out this week, although the refiners do not appear to be doing a great deal. Spot teas are still receiving attention. Outside the speculative buying there is not much business being transacted. Canned goods are in much about the same position as before. Spices are firm. In foreign dried fruits the feature is an increased demand for currants, due to the war between Turkey and Greece. Payments are only moderate.

CANNED GOODS.

There is no change in the situation. The demand for canned tomatoes, peas and corn is fair for the season, although the market in these particular lines is without special interest. The demand for canned salmon is moderate only. Nothing in the way of futures in canned salmon appears to be doing yet. We quote standard brands as follows: Tomatoes, 75c.; corn, 55 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

The coffee market is somewhat neglected and devoid of special interest. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

The syrup market is dragging, although some good values are offering. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The reports from New Orleans noted a quiet market, but confidence over prices in consideration of largely reduced stocks. The supplies under sheds there are about 5,600 bbls. against 22,600 bbls. six weeks since. The local market is quiet and featureless. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The market is rather unsettled. The London market is practically closed on account of the Easter holidays. Beets declined ¾d. to 1½d. in London on Friday. In New York buyers and sellers are indifferent, pending the settlement of the tariff. With the opening of the week came a little better enquiry for sugar on the local market. At the same time, however, the trading has not been large. Prices are the same as they were a week ago. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; Demerara crystals, 3⅞c.

SPICES.

Singapore pepper is cabled strong, with the likelihood of a further advance in prices. Locally trade is fair. We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

Washboards

OUR LEADING LINES ARE

BANNER GLOBE
S.B. GLOBE
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We will be pleased to make a sample shipment . . .

WALTER WOODS & CO.
HAMILTON

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Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

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For Price List.

An Invitation . .

We invite any grocer having any . . . . .

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CEYLON TEA

in stock that is not giving him better satisfaction than any tea he has ever handled to ship it back to us and we will remit him the full amount paid for it.

SALADA TEA CO.

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
15 Niagara Street - - - BUFFALO
347 and 349 Fifth Ave. - - PITTSBURG

NUTS.

The market is quiet and featureless. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

Business is quiet and prices unchanged. We quote: Rice, Standard "B," 3¼ to 3½c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

There is still a good demand for China black teas on spot at from 11 to 14½c. Japan teas on spot, particularly at 13, 15½ and 16c., are receiving attention. The demand is still fairly good for spot teas of Indian and Ceylon growth. Very little business is doing in teas from London, although some good values in flavory Ceylon teas are being offered. Mail advices from London under date of April 7 state that the market there is still higher than shippers like to see it, and that values would compare badly with those offering six weeks before. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades: Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

A stronger feeling exists in regard to currants on account of the war, and increased activity on the local market is to be noted. Quotations are as before. We quote: Provincials, 4⅝ to 4¾c. in bbls.; fine Filiatras, in bbls., 4¾ to 4⅞c.; do., half-bbls., 4¾ to 4⅞c.; Patras, 5¼ to 5½c. in bbls., 5¼ to 5½c. in half-bbls., and 5½c. in cases; Vostizzas, cases, 6 to 8c.

Valencia raisins are as dull and uninterest ing as ever. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

Stocks of California loose muscatel raisins in first hands are small. Locally there is nothing doing. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are dull and featureless. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 7c. in boxes.

Dates are dull and unchanged. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

Prunes are in much the same position as a week ago. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

California evaporated fruits are quiet and unchanged. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

GREEN FRUIT.

Oranges are in active demand with the market advancing. California navel oranges are about done, stocks now consisting nearly altogether of Valencias and Mediterranean sweets. Lemons are fully 25c. per box higher, due largely to an increase in the demand. Bananas are a little firmer, also on account of an increase in the demand. The second shipment of Egyptian onions is due here this week, when prices are likely to be lower than at present. Cranberries are quiet and unchanged. The pineapples coming forward are mostly green and it is necessary

GALOPS CANAL.

NOTICE TO CONTRACTORS.

EXTENSION OF TIME.

THE time for receiving Tenders for the Iroquois Section of the Galops Canal has been extended until Friday, the 30th day of April, 1897.

An accepted bank cheque for the sum of $50,000 must accompany each tender, instead of $100,000 as originally called for.

By order,
J. H. BALDERSON,
Secretary.

Department of Railways and Canals,
Ottawa, 13th April, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,
Successor to GRAHAM, McLEAN & CO.
77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. TORONTO.

E. NICHOLSON
124 Princess Street, Winnipeg, Man.
Successor to
W. F. Henderson & Co.
Wholesale Commission Merchants and Brokers.

Correspondence solicited from Manufacturers and Importers.

Jobbing Trade only supplied.

References : R. G. Dunn & Co., Bank of Ottawa.
All Wholesale Grocery Houses in Winnipeg.

DO YOU HANDLE
BANANAS ?
We have them.
ALSO...
"Date Palm" NAVEL ORANGES
VALENCIA ORANGES
MESSINA LEMONS

CLEMES BROS., - Toronto
51 Front Street East.

therefore to store them on the banana ropes in order that they may ripen. We quote : Oranges—Valencias, ordinary, 420's, $4.50 to $4.75 per case ; large 420's, $5.50 to $6 ; California navels, $3.50 per box, according to size. Lemons—Messinas, $2 to $3 per box ; cocoanuts, $3.75 a sack and 60c. per doz. Onions, $1.50 per 80 lb. bag for Danvers, and $3.50 per bag for Egyptians. Cranberries, Jerseys, $5 per bbl. bananas, $1.50 to $2. Pineapples, 12½ to 25c. each. Strawberries, 30 to 35c. per quart. Cucumbers, $1.75 per dozen.

APPLES.

The demand is fair for good table fruit. We quote : $2 to $2.50 for Northern Spies, $1 to $1.50 for common fruit.

BUTTER AND CHEESE.

BUTTER — Deliveries of roll butter are freer, and the feeling as to price is easier. There are practically no tubs offering, and it is extremely difficult to move old stocks at any price. There is a plentiful supply of creamery butter and the demand is fair. We quote : Dairy butter—Tubs, 12 to 14c. for good to choice ; low-grade to medium, 7 to 10c. ; large rolls, 13 to 14½c. for good to choice, and 7 to 10c. for low-grade to medium ; pound prints, 14 to 16c. for good to choice. Creamery—Tubs, 18 to 19c. ; 1-lb. blocks, 19 to 20c., according to make.

CHEESE—Receipts of fodder cheese are large and prices are easier. Fodder cheese is quoted by wholesalers at 10 to 10½c., and September and October makes at 11 to 11½c.

COUNTRY PRODUCE.

BEANS—The market is still dull with offerings liberal. Jobbers, as a rule, quote mixed at 40 to 50c. and hand-picked at 65 to 75c.

DRIED APPLES — Dull and unchanged. Choice are quoted by wholesalers at 2 to 2½c., and fancy at 2½ to 3c.

EVAPORATED APPLES — No change. Wholesale quotations are : Quarters, 2¾c. ; sliced, 3c. ; best brands, 4 to 5c.

HONEY—Quiet. We quote : Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light ; strained, 6 to 7c. per lb.

EGGS—Supplies are large, and the demand light, with retailers overstocked, the demand during the past few weeks not having been as good as anticipated. We quote 9 to 9½.

POULTRY—Is still scarce. We quote : Chickens, 40 to 60c. per pair ; turkeys, 11 to 12c. for bright stock ; geese, 7 to 9c. ; ducks, 60 to 80c.

The Following Brands Manufactured by
The American Tobacco Co.
OF CANADA, Limited.
Are sold by all the Leading Wholesale Houses.
CUT TOBACCOS . . . .
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY.

Bright & Johnston
Wholesale Fruit Importers and Commission Merchants.
Consignments Solicited. . .
140 Princess St.
Market Square
WINNIPEG

MORROW & EWING
General Commission Merchants
13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in
Rio, Santos, Maracaibo and Mocha Coffees
also have on hand full lines of
Japan, Congou, Indian, Ceylon and Gunpowder Teas
Samples and particulars on application.
Wholesale supplied only.

BUTTER
Brisk demand for all good Roll Butter.
Selling at 13 to 15c. for large Rolls and Pounds . . .
EGGS STEADY AT 9½ TO 10c.
Correspondence invited
Consignments solicited
Rutherford, Marshall & Co.
62 Front St. East, TORONTO

JAPAN JAVA
MOUNT ROYAL
RICE
MILLS BRAND
PATNA BURMAH
D. W. Ross Co., Agents.

G.F.& J.GALT 42 SCOTT St TORONTO. PACKERS OF THE CELEBRATED BLUE RIBBON TEAS

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

MAPLE SYRUP AND SUGAR—The market is glutted with maple syrup and sugar and prices are easier. We quote: Syrup, 55 to 60c. per tin and at 70 to 75c. per Imperial gallon in five-gallon tins; sugar, 7 to 7½c. per lb.

POTATOES—Dull and weak at 18 to 20c. on track in carload lots. Out of store 25 to 30c. per bag is quoted.

FISH AND OYSTERS.

Fresh white fish and trout are yet only coming forward in small quantities, and the fish trade generally is dull. Large quantities of frozen fish will have to be destroyed. Oysters are 10c. dearer. We quote: Manitoba white fish, frozen, 5½ to 6c.; ditto in kegs, $4.50; frozen trout, 5c.; ditto in kegs, $4.50; pickerel, 6c. per lb.; haddies, 6c. per lb.; Labrador herring, $4.50 to $5 per bbl. and $2.75 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; haddock, 4½c. per lb.; steak cod, 6c. per lb.; frozen herring, 4c.; sea herring, $1 per 100; fresh water herring (heads off), $2.50 per keg; smelts, 6 to 9c. Oysters are quoted at $1.30 for standards, and $1.60 for selects.

SALT.

The improvement noted last week appears to have been maintained. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PROVISIONS AND DRESSED HOGS.

The provision trade continues active. Long clear is scarce and it is thought there will not be enough to supply the demand. Receipts of dressed hogs are light and nearly all coming forward are taken for butchers' use.

DRY SALTED MEATS—Long clear bacon, 7c. for carload lots, and 7¼ to 7½c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11c.; rolls, 7½ to 8c.; hams, large, 22 lbs. and over, 10½ to 11c.; medium, 15 to 20 lbs., 11½c.; small hams, 11¾ to 12c.; backs, 10 to 11½c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½c.; tubs, 6¾c.; pails, 7 to 7¼c.

BARREL PORK—Canadian heavy mess, $12.50; Canadian short-cut, $13 to $13.50; clear shoulder mess, $11 to $11.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are light and prices are higher. We quote: Wheat, 75 to 76c. for white and 74c. for red, and 63 to 64c. for goose; oats, 24 to 25c.; peas, 41 to 42c.

BREAKFAST FOODS—On account of the higher price ruling on oats there is a firmer feeling in regard to breakfast foods, and although no actual change in figures has yet taken place it is only a question of time before there will if the present condition of the raw material market is maintained. We quote: Standard oatmeal and rolled oats, $2.80 in bags and $2.90 in bbls.; rolled wheat, $2.50 to $2.60 in 100-lb. bbls.; cornmeal, $2.25 to $2.35; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FLOUR—There has been a marked improvement in the demand and prices are from 10 to 25c. higher. We quote in carloads on track, Toronto: Manitoba patents, $4.80; Manitoba strong bakers', $4.45; Ontario patents, $4.40 to $4.60; straight roller, $3.95 to $4, Toronto freights.

PETROLEUM.

There is no change. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19c.; Pratt's astral, 18½c. in bulk.

MARKET NOTES.

Eggs are easier.

The market is glutted with maple syrup.

Flour is from 10 to 25c. per barrel dearer.

The Salada Tea Co. has been compelled to increase its staff of tea packers on account of the growing demands of business.

QUEBEC MARKETS.

MONTREAL, April 22, 1897.

GROCERIES.

THE general grocery situation continues much the same as it was a week ago. Although sugar has been weaker outside, the situation on spot has not been affected a particle. Demand, however, has not been quite as brisk as it was. In molasses the importers have at last decided to operate, and some considerable contracts on this account, as noted below, have been put through. Rice and spices ruled quiet, but talk of a duty on coffee has infused some life into that staple. Teas also have maintained their activity. In canned goods, dried fruit, etc., there has been little change to report.

SUGAR.

Although advices from New York on both raw and refined have been weaker, and note a decline in prices, the local situation shows no important change, and the market is without any new feature, as buyers and sellers are now awaiting the announcement of the tariff. The demand has fallen off considerably, and business during the past week has been of a limited character, but prices are steady at 4⅜ to 4½c. for granulated and at 3½ to 3⅝c. for yellows from jobbers.

SYRUPS.

This market continues to rule very quiet, the demand being only for small lots at 1⅜ to 1⅞c. per lb. as to quality, at the factory.

MOLASSES.

Considerable business has been done in

WE ARE *PAYING CASH* FOR **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

new crop Barbadoes and Antigua molasses during the past few days. Sales of three cargoes of Barbadoes, aggregating about 2,000 puncheons, have been purchased on local account at 8c. first cost at the Island, and two cargoes of 600 puncheons each of Antigua were sold on a guaranteed sample and gauge at about 21 to 22c. delivered here. Other cable orders for some large lots are still open at the Island for Barbadoes. The demand on spot is of a limited character, and prices in a jobbing way may be quoted at 28 to 30c.

RICE.

The tone of the rice market rules steady, but the volume of business doing is small, as sales are confined principally to small lots. We quote: Crystal Japan, $5 to $5.25; standard B., $3.50; Patna, $4.50 to $5.25; Carolina, $6.75 to $7.75; choice Bermuda, $4, and Java kinds, $4.25.

SPICES.

Business in spices has been quiet and chiefly of a jobbing nature. Singapore pepper is steady at 4⅝d., but black is easier at 2⅞d., cost and freight Montreal. We quote: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

Owing to the possibility of a duty being placed on this article there has been an active demand of late, and the bulk of the stock of Maracaibo has been bought up at steady prices. In consequence the market has been more active, with a larger volume of business. We quote: Maracaibo, 15 to 20c.; Santos, 12 to 18c.; Rio, 12½ to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

A fairly active business continues to be done in teas, and as stocks of most grades on spot are small, the tone of the market is strong and prices are firmly held; in fact, some holders of high-grade Japans are asking an advance of ½c. per lb. over what they would have been willing to accept last week. The demand between houses for Japans ranging from 13½ to 21½c. has been good, and a number of sales of 100 package lots have taken place. Japans valued at 18 to 19c. are scarce and wanted. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

Business in this line continues of a small jobbing character, and the market at present is extremely quiet and without any change in values to note. We quote: Tomatoes, 75 to 85c.; corn, 60 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $1.50 to $1.80 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes $1.05 to $1.15; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $8.50 to $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

DRIED FRUIT.

There has been little change in the Valencia raisin market. Quotations are: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins continue steady on the Coast, 2-crown being especially so. On spot there is little doing, and prices are nominally unchanged at a range of 6½c. for 2-crown, up to 8 to 8¼c. for 4-crown.

Currants are steady and unchanged at 4 to 4½c. for Provincials, and 5½ to 6c. on Patras.

Prunes are dull with stocks light here. Californias sell at 6½ to 9c., as to quality, and French and Austrian are nominal. Figs are quiet at 8 to 12, and dates, 5 to 6c.

NUTS.

There is a quiet trade in nuts. We quote: Grenoble walnuts, 11 to 12c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, $3.50 to $3.75 per 100.

GREEN FRUIT.

The green fruit market is quiet generally, pending the arrival of the direct steamers from the Mediterranean after the opening of navigation. Lemons are unchanged, and the same can be said of Messina oranges. Only a few Californias remain here and prices are difficult to quote. We quote: Valencia oranges, $3.50 to $4 per box; lemons, $1.75 to $3 per box; cranberries, $1 to $4 per bbl.; Malaga grapes, $7.50 to $8; bananas, 75c. to $2 per bunch; pineapples, 14 to 35c. each; asparagus, $4.50 to $5 per dozen; California celery, $1.25 per dozen; southern spinach, $2.50 to $3.

APPLES.

There is no change in the apple market since last report, sales being at prices ranging from $1 to $2 per bbl., according to quality.

DRIED APPLES.

Both dried and evaporated apples are quiet, the former at 3c., and the latter at 3¾c.

COUNTRY PRODUCE.

EGGS—During the week an active trade has been done in new laid eggs, but under increased receipts during the past two days a weaker feeling has prevailed and prices show a decline of ½c. per dozen, with sales at 9 to 9½c.

MAPLE PRODUCTS — The demand for maple products continues fair and prices rule about steady. Syrup sold at 50c. per small tin; 55 to 60c. per large tin, and at 4½ to 4¾c. per lb. in wood. Sugar brought 6½ to 7c. per lb.

BEANS — Business in beans continues slow, and the market is dull at 55 to 60c. in car lots, and at 65 to 70c. in a jobbing way.

POTATOES—Market quiet. Rose and Hebron in car lots are offering at 32½ to 37½c.

ONIONS —The firm feeling in the market for red onions continues and prices are fully maintained at $2.50 per bbl. for sound stock.

HOPS—The demand is quiet and prices steady at 12 to 12½c. for choice Canadians, and at 5 to 6c. for yearlings.

ASHES— Market dull and unchanged. Firsts, $3.30 to $3.35; seconds, $3 to $3.05, and pearls nominal, $4.50 per 100 lbs.

HONEY — Demand moderate, white clover selling at 8 to 9c., and extracted at 6 to 8c.

TALLOW—Dull and unchanged at 1¾ to 2c.

PROVISIONS.

There was no new feature in the local provision market. Business in all lines was quiet and prices were unchanged. We quote: Canadian pork, $12 to $13 per bbl.; pure Canadian lard, in pails, 6 to 6½c., and compound refined at 4½ to 5c. per lb.; hams, 10 to 12½c., and bacon, 10½ to 11½c. per lb.

"How about Sugar and Molasses?"

FLOUR, MEAL AND FEED.

In spite of the sharp advance in prices in the American wheat markets, there was no material change in the situation of the flour market ; in fact, the cutting in prices already referred to continues, especially in Manitoba grades, and it is reported that sales of choice brands of strong bakers' were made at $4.10. Millers, however, to-day stated that there was a decided improvement in the local demand, and an active business was done. Dealers in Ontario grades reported trade quiet at unchanged prices. We quote : Winter wheat patents, $4.25 to $4.40 ; straight rollers, $3.85 to $4, and in bags, $1.85 to $1.90 ; Manitoba strong bakers', choice, $4.25 to $4.40 ; outside brands, $4 to $4.10, and spring wheat patents, $4.60 to $4.70.

There was a fair call for feed to-day, and prices continue to rule steady. Manitoba bran is quoted at $12, and shorts at $13 per ton, including bags. Ontario bran is held at $12, and shorts at $13 per ton in bulk.

Business in oatmeal continues very quiet, and prices are about steady at $2.70 to $2.80 per barrel, and at $1.35 to $1.40 per bag for rolled oats.

BALED HAY.

The tone of the hay market has been stronger for choice No. 1 and prices have advanced 50c. per ton with sales of car lots at $10 to $10.50, while No. 2 is firm and unchanged at $8.50 per ton in car lots, on track.

CHEESE AND BUTTER.

Outside of some small lots of fodder cheese, which continue to arrive and meet with a ready sale at 10⅛ to 10¼c., the market is quiet and without any important feature.

The receipts of fresh made creamery are steadily increasing and the market is easier, round lots being offered freely at 18½c. The demand in a jobbing way was fair and prices ranged at 18¾ to 19c. New dairy butter is selling at 16 to 16½c., and old creamery at 12 to 13c.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., April 22, 1897.

MANY things have aided in making the past week a quiet one. There have been the holidays and the civic elections. These last have created rather more interest than usual, owing to there being four in the field for Mayor. The retail grocers have been particularly interested, some nine running for aldermen. Parties who have been holding large stocks from three to six weeks, pending the tariff, have been getting anxious, the doubt growing in their minds that some of the expected duties might not come. Lumber shipments to the English market have begun in earnest, and quite a number of steamers are now here. Very large quantities will be shipped this summer, and hardly a wooden vessel will be used. American millers find themselves with all Canadian lumber, and the prospect is they will have to pay duty on these shipments to the States.

OIL—There continues a good demand for lubricating oil, buyers being unable to wait longer for change of tariff. In burning oil the business is light and of a hand-to-mouth character. We quote : Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c. ; prime, 16 to 17c.

SALT—There continues to be good demand. While importations via direct regular steamers from Liverpool are over there is still a quantity to arrive—some by sailer and a quantity by steamer. In Canadian salt a better movement is seen. Even in bulk bags of 200 lbs. this salt is getting quite a trade, even in the face of the Liverpool factory-filled being offered at a much lower price. We quote as follows : Coarse, 43 to 45c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag. ; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each ; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz.

CANNED GOODS—The most important feature of the market is that tomatoes are getting light stock here, and, as noted by THE CANADIAN GROCER, when stock is replaced, prices will have to be advanced. The same thing will shortly be the case with peas. In oysters some standard brands have been offered low and sales made. With the new pack shortly to hand, higher prices will again be asked. In pineapple there has been some demand, Baltimore packers being out. Some orders have been placed for May shipments. American peaches are having a better sale and some good grades are offered. Lobsters keep high ; the bulk of those being packed will be sold for export, better prices being obtained than in local market. We quote: Corn, 65 to 70c. ; peas, 75 to 80c. ; tomatoes, 80 to 85c. ; gallon apples, $1.75 to $1.80 ; corned beef, Canadian, $2.25 to $2.35 ; American, 2-lb tins, $2.40 to $2.50 ; 1-lb tins, $1.30 to $1.50 ; oysters, 2's, $2 to $2.20 ; 1's, $1.40 to $1.50 ; peaches, 3's, Canadian, $2.75 to $3 ; 2's, $1.75 to $1.85 ; American, 3's, $2 to $2.25 ; pineapple, $2.25 to $3 ; salmon, $1.25 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.15 to $1.25 ; clams, $5 for 4 doz ; chowder, $2.60 to $2.75 for 2 doz. ; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—Apples are bringing a better price, but only for best stock. A splendid selling apple this season is a New Brunswick "Ben Davis." For medium and poor grade apples there is only sale at low prices. Two hundred cases of oranges from the wrecked steamer Assaye were sold here low this week. They were in fair condition. Regular grade Valencias hold their price. In California oranges less is being done from week to week. Bloods have a limited sale. Lemons tend higher, with a better sale. Bananas also have more demand, and the season may be said to have opened. Strawberries have been out of the market for a few weeks. Rhubarb now arrives regularly. We quote : Messina lemons, $2.50 to $3.50; oranges, Valencia, $3 to $4.50 ; California oranges, $4 to $4.50; Blood oranges, $2.50 to $3 ; bananas, $1.50 to $2 ; apples, $1 to $3 per bbl. ; cranberries, Cape Cod, $4 to $6.50 per bbl.; rhubarb, 6c. per lb.

YOU CANNOT . .

Expect your trade to increase without selling the best goods. Try

GOLDEN HADDIES

The great **TRADE BRINGER** of the canned goods line. . . . . .

DELICIOUS **DELICATE** **DELIGHTFUL**

Full pound cans net Every one guaranteed.

NORTHRUP & CO.

Packers' Agents, ST. JOHN, N.B.

MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . .

JOHN E. MARSHALL

118 Commercial St.,

Boston.

D. H. RENNOLDSON,

Agent in Montreal.

WANTED Consignments of
BUTTER. EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

The World's Best
must be good, safe and profitable enough for every Grocer to handle.
COTTAMS BIRD SEED
occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

APPLES
FOR EXPORT.
We are in position to handle all your apples in Great Britain, and as we have engaged considerable space to Liverpool, we can save you money in freight rates.
DAWSON & CO.
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TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL .. **FRUIT**
Commission Merchants
25 and 27 Church street, TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

Ham and Eggs
This is the correct thing for Easter. We can supply you with both. Send on your order early, so as to ensure a supply of "**Star Brand**" Hams. Also English Breakfast Bacon, Spiced Rolls and Backs. All sugar cured and the very best that can be made.
F. W. Fearman
HAMILTON

DRIED FRUIT — The presence of some old evaporated apples tends to keep prices low. On good stock the feeling is firm. A small quantity of Bermuda onions are on the market, but price is held high. They will be lower. Egyptians are expected soon and will sell freely. In raisins the market is easy, while currants are firm and higher prices not unexpected. Sultana raisins hold high; owing to limited demand very small stocks are imported here. California prunes have fair sale, but on the whole the demand for prunes is and has been light. We quote : Valencias, 5¼ to 6c. ; California L. M. 3-crown, 7¼ to 7¾c.; London layers, $1.75 to $2 ; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4⅛ to 5c.; Bermuda onions, $2.25 to $2.50 per crate; Egyptian onions, $3 per crate ; cocoanuts, $3.25 to $3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8¼ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—There is a firm feeling and upward tendency to the market. There has been a good sale. Merchants have large stocks and are anxiously waiting change in duty. It meant direct outlay as refineries would not sell for future delivery. We quote : Granulated, 4¼ to 4⅜c.; yellows, 3½ to 3¾c. ; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—Market, as noted, is easy and is at present somewhat disturbed by the prospect of having a number of cargoes of Porto Rico consigned here. This is looked upon very unfavorably by the importers. Money was lost last year on Porto Rico largely on this account. It makes a very uncertain market. The first consigned cargo is now here. The stock of Barbadoes (new) is as yet light. There is still quite a quantity of old. Some new St. Croix arrived by last steamer, consigned. This molasses, while sometimes very good, does not run even, and is sold low. We quote : Barbadoes, 26 to 28c. ; Porto Rico, 28 to 30c. ; New Orleans, bbls., 26 to 28c. ; Antigua, 25 to 26c. ; syrup, 36 to 38c. ; Nevis, 25 to 26c.; St. Croix, 24 to 25c.

DAIRY PRODUCE—New cheese are having a better demand. Prices are firm. The outlook for a good season's business in cheese is bright. Stocks of old very light. Butter shows little change, though good

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet. Rich, Red.
$2.50 per case ; 80c. gallon
THE AMHERSTBURG VINTAGE CO Amherstburg, Ont.

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ALL WHOLESALERS . .
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Are coming now. Be in time
SEND YOURS . .
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Are the best value in the market today, and "**MAPLE LEAF**" Brand is the best in quality, cut and cure.
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FRESH ARRIVALS
FANCY { CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.
HUGH WALKER & SON
GUELPH, ONT.

dairy is scarce and has a good demand, but only at a fair price. Very little Ontario or Quebec butter has as yet come here. Eggs have held their price well and the day before Easter were rather firmer than a week before. Retailers were buying and selling for the one price. We quote: Dairy tubs, 15 to 18c.; creamery, 19 to 20c.; prints, 20 to 22c.; eggs, 12 to 13c.; cheese, 11½ to 12c.

FISH — Fresh gaspereaux have been scarce during the week, not enough having been bought to fill the demand for them fresh, which is chiefly for bait. The quality of the halibut now arriving is very good and tends lower. There has been a better demand for pickled bay herring during the week. Quite a quantity of Shelburne are now here; they arriving late for best demand. Dry codfish is dull and pollock very dull. Pickled shad and kippered herring are out of the market for this season. Smoked herring hold their prices and are likely to do so, the low prices which have ruled having affected the production. Lobsters would have a good sale, but there are hardly any to be had and they are small. We quote: Large cod, $3.25 to $3.30; medium, $2.75 to $2.85; pollock, $1.20 to $1.25; bay herring, $1.25 to $1.30; smoked, 6 to 7c.; bloaters, 60 to 65c.; Shelburne, $3.25 to $3.50 per bbl.; lobsters, 4c.; Gaspereaux, 65 to 75c.; halibut, 8 to 9c.

PROVISIONS—Another line in which buyers have been waiting to know the tariff, the feeling favoring lower duties. There is little or no change in price. There is a rather better demand for Canadian plate beef, price of which is very firm. Smoked meats also hold their price and stocks are light. Stock of lard large. We quote: Clear pork, $14.50 to $15.50; mess pork, $12.50 to $13.50; plate beef, $13.00 to $13.50; hams, 12 to 13c.; rolls, 8 to 9c.; pure lard, 7 to 7½c.; compound, 6¼ to 7c.

FLOUR, FEED AND MEAL—Early in the week market seemed uncertain. In the local market there was little change. Manitoba was easy and for Ontario prices were maintained, but later the war scare caused an upward tendency. Oatmeal is easy. Wholesale dealers are still well stocked. Oats are firm. There is less demand for seed oats this spring than usual. Owing to our farmers having oats on hand, western price for seed oats is high. Cornmeal is firm and selling well. Middlings and bran are high and in light demand. Beans show no change. The stock held here is large, and moves slow. Seeds have a large sale. Prices as last week. We quote: Manitoba flour, $5 to $5.05; best Ontario, $4.60 to $4.65; medium, $4.15 to $4.25; oatmeal, $3.15 to $3.20; cornmeal, $1.85 to $1.95; middlings, $15 to $16; bran, $14 to $15; hand-picked beans, 85 to 90c. per bush.; prime, 75 to 80c.; oats, 32 to 35c.; hay, $10.50 to $11.50; barley, $3; round peas, blue, $1.15; split peas, $3.10 to 3.25; yellow eye beans, $1.25 to $1.50.; timothy seed, Canadian, $2.20 to $2.40; do. American, $1.65 to $2; clover, 9 to 9½c.; Alsike, 8½ to 9c.

ST. JOHN NOTES.

The C. P. Telegraph Co. have moved into very handsome new offices.

Early Rose potatoes sold as low as 50c. per bbl. in Fredericton this week.

Mr. Jas. H. King, representing Schepp's cocoanut, was in the city this week, but only for a few hours.

E. W. Sturdee has moved his office to the building directly opposite the one he occupied in Prince William street.

Mr. J. Tilton, of Smith & Tilton, has so far recovered from his illness as to be able to give some attention to business.

Clarence C. Fairweather, late with Fairweather Bros., of Moncton, has opened a first-class drug store in this city in the opera house block.

Among the cargo of the wrecked steamer Assaye was 1230 tons soluble basic phosphate, the largest consignment of fertilizer ever brought to Canada.

Wm. Wilson, who took over the business of Wm. Wilson & Co., Chatham, upon that firm dissolving a short time ago, has sold out to W. H. MacLaughlin.

The Bell cigar factory, so long situated in St. John, and whose goods are so well-known through these provinces, is to move to St. Stephen, where it has been granted a bonus and exemption from taxes for a term of years.

The St. John River is expected to open this week. Already the steamers have made short trips. It is expected the new boat, to be put on this summer, will make the return trip in a day, taking about five and a half hours each way.

Lobster packing on Grand Manan has commenced. A good catch is expected, but the proceeds will be divided among many more fisherman than last season. The factory is owned by Burnham Morrill Co., and is managed by N. H. Cole.

P.E. Island has for a number of years sold large quantities of smoked meat, lard and barreled pork in St. John. The people of that Island are now going into the business more largely than ever this season. At Charlottetown an up-to-date plant for slaughtering and packing is being put up, having a capacity of 2,000 hogs per day. It is expected to run all the year round. Hogs will be brought from Ontario until the Island can supply the quantity needed. At present only about 40,000 hogs are raised on the Island.

CANADA'S TRADE FOR MARCH.

The March exports of Canadian products totaled $6,453,000, and the imports $11,810,000, making a total trade of $18,263,000. The comparison with the previous year is as follows:

	Total trade.	Duty paid.
March, 1896	$14,255,000	$1,900,000
March, 1897	18,263,000	2,458,000

For the nine months ending March 31st, the comparison with the corresponding nine months of the previous fiscal year was as follows:

	Exports.	Imports.	Duty paid.
1896	$92,009,000	$83,834,000	$15,463,000
1897	99,192,000	85,089,000	15,769,000

This shows a total trade for nine months of the present fiscal year of $184,734,000, nearly ten millions better than last year.

INVENTIVE GROCERS.

D. J. McLeod and E. H. Scott, of the Maple Leaf grocery, Tilsonburg, have invented an ingenious arrangement for printing wrapping paper as it is taken off the rollers for each parcel, and they have now received the official document which proclaims them owners of the patent. The rubber stamp, containing whatever advertisement may be wanted on the paper, is affixed around a revolving cylinder in a tin box pressing upon the paper roll and by means of a spring kept close to the self-inking rollers, which will print any color desired. The arrangement is a most useful one and will doubtless come into general use before long.

The Customs Department is advised of a large seizure of contraband liquor by the cruiser Constance below Quebec.

Bearing an Industry.

(Continued from page 26.)

	Old.	New.
Jute yarn, flax or hemp, plain dyed or colored, when imported by manufacturers of carpets, rugs, mats, jute webbing or cloth, and twines, for use in their own factories	free	same
Kainite, or German potash salts for fertilizers	free	same
Kelp	free	same
Kerosene and coal oil fixtures or parts thereof	27½ p c	30 p c
Knives, oyster knives	35 p c	30 p c
Knitting machines	27½ p c	25 p c
Knitting needles and machine needles and needles of all kinds	30 p c	same
Kryolite or cryolite	free	same
Labels, for fruit, vegetables, meat, fish, confectionery, and other goods, also tickets, posters, advertising bills and folders, whether lithographed or printed	15c. per lb. and 25 p c	35 p c
Lac-dye, crude, seed, button, stick and shell.	free	same
Laces, boot, shoe and stay	30 p c	same
Laces, braids, fringes, embroideries, cords, tassels, and bracelets, elastic, round or flat, including garter elastic, braids, chains or cords of hair; lace collars and all similar goods, lace nets and nettings of cotton, silk, linen or other materials, table cloths and curtains, when made up, trimmed or untrimmed, and belts of all kinds	30 p c	35 p c
Lamb and sheepskins, tanned, dressed, waxed or glazed	17½ p c	same
Lamp reflectors	30 p c	same
Lamp shades, made of paper	35 p c	same
Lamp wicks	25 p c	same
Lamp springs	10 p c	same
Lamp black and ivory black	free	same
Lap robes, rubber	35 p c	same
Lard and lard compound, and similar substances, cottolene and animal stearine of all kinds, n.e.s	2c. per lb.	same
Lard oil	20 p c	same
Lastings, mohair cloth or other manufactures of cloth when imported by manufacturers of buttons for use in their own factories and woven or made in patterns of such size, shape or form, or cut in such manner as to be fit for covering buttons exclusively	free	same
Lava, unmanufactured	free	same
Lava, manufactures of, fancy	35 p c	same
Lead bars, blocks and sheets	60c. 100 lbs.	25 p c
Lead, old scrap and pig	40c. 100 lbs.	25 p c
Lead pipe and shot	4-10c. lb. and 25 p c	35 p c
Lead, nitrate and acetate of, not ground	free	same
Lead pencils of all kinds, in wood or otherwise	25 p c	same
Lead, manufactures of, n.e.s	30 p c	same
Leather, upper, including dongola, cordovan, kid, lamb, sheep, kangaroo, alligator, chamois, and calf, dressed, waxed or glazed	17½ p c	same
Leather and skins, n.o.p., tanned, belting leather and sole leather	15 p c	same
Leather belting or other material, n.e.s	20 p c	same
Leather board and leatheroid, and boot and shoe counters made therefrom	20 p c	same
Leathers, glove, when imported by glove manufacturers for use in their factories in the manufacture of gloves, viz., lamb, kid, buck, deer, antelope and water-hog, tanned or dressed, colored or uncolored	10 p c	same
Leather, morocco skins, tanned, but not further manufactured	15 p c	same
Leather, patent, japanned or enamelled, and morocco leather	22½ p c	25 p c
Leather, sole, tanned, but rough or undressed	10 p c	same
Leeches	free	same
Lentils, fresh	25 p c	same
Lime juice and fruit juices containing not more than twenty-five per cent. of proof spirits	60c. per gal.	same
When more than 25 per cent	$2 per gal.	same
Lime juice and other fruit juices, n.o.p.	20 p c	same
Lime juice, crude only	free	same
Lime	20 p c	same
Lime, chloride of	free	same
Linen, damask	25 p c	30 p c
Linen canvas, when to be used for boats and ships' sails	25 p c	same
Licorice paste	20 p c	same
Licorice root, not ground	free	same
Licorice, stick or roll	20 p c	same
Litharge	free	same
Lithographic presses	10 p c	same
Lithographic stones, not engraved	20 p c	same
Litmus and all lichens, prepared and not prepared	free	same
Lobsters, preserved	25 p c	same
Lobsters, alive	20 p c	same
Locks, other, n.e.s	32½ p c	30 p c
Locomotives and railway passenger, baggage and freight cars, being the property of railway companies in the U. S. running upon any line of road crossing the frontier so long as Canadian locomotives and cars are admitted free under similar circumstances into the U.S., under regulations to be prescribed by the Controller of Customs	free	same
Locust beans and locust bean meal	free	same
Logwood, fustic, oak and oak bark, extracts of	free	same
Logwood, compound extracts of	20 p c	same
Logs and round unmanufactured timber, n.e.s.	free	same
Mace and nutmegs	25 p c	same
Macaroni and vermicelli	25 p c	same
Machines, dating	27½ p c	25 p c
Machinery, n.e.s	27½ p c	25 p c
Machinery, mining and smelting, imported prior to the 16th day of May, 1896, which is at the time of its importation of a class or kind not manufactured in Canada	free	same
Madder and munjeet, or Indian madder, ground and prepared, and all extracts of	free	same
Magic lanterns and slides therefor, philosophical, photographic, mathematical and optical instruments, n.e.s	25 p c	same
Magnesia	20 p c	25 p c
Magnesia fluid	50 p c	same
Malt, upon entry for warehouse, subject to Excise regulations	15c. per bush.	same
Malt, extract of (non-alcoholic), for medical purposes, n.e.s	25 p c	same
Manganese, oxide of	free	same
Mangles	27½ p c	25 p c
Manilla hoods	20 p c	same
Mantels, slate	30 p c	same
Manures, guano and other manures	free	same
Manuscripts and insurance maps	free	same
Maps, charts, for the use of schools for the blind, and globes, geographical, topographical and astronomical, n.e.s	free	same
Marble blocks from the quarry, in the rough	free	same
Maple sugar	20 p c	same
Marble blocks and slabs, sawn on more than two sides	20 p c	same
Marble slabs, sawn on not more than two sides	10 p c	.....
Marble, finished, and all manufs. of, n.e.s	30 p c	35 p c
Matches, wax or wood	25 p c	same
Mattresses, hair, spring and other	30 p c	same
Matting, cocoa	25 p c	same
Meats, fresh, n.e.s	3c. per lb.	same
Meats, canned, and canned poultry and game and soups	25 p c	same
Meats, extract of fluid beef not medicated	25 p c	same
Meats, n.e.s. When in barrel, the barrel to be free.	2c. per lb.	same
Meat stuffers	27½ p c	25 p c
Meats, poultry and game, n.o.p.	20 p c	same
Meats, mutton and lamb, fresh	35 p c	same
Medals, gold or silver	25 p c	30 p c
Medals, German or nickel silver	25 p c	same
Medals, brass, bronze or plated	30 p c	same
Medicines, patent, proprietary, viz: All tinctures, pills, powders, troches or lozenges, syrups, cordials, bitters, anodynes, tonics, plasters, liniments, salves, ointments, paste, drops, waters, essences, oils, and all medicinal, chemical and pharmaceutical preparations, when compounded of more than one substance, n.o.p., all liquids, 50 per cent.; provided that this item shall not be held to include drugs and preparations recognized by the British and the United States Pharmacopœia and French Codex as official.		25 and 35 p c
Medicines, patent, all other, n.e.s. All medicinal preparations, whether chemical or otherwise, usually imported with the name of the manufacturer, shall have the true name of such manufacturer, and the place where they are prepared, permanently and legibly affixed to each parcel by stamp, label or otherwise, and all medicinal preparations imported without such names so affixed shall be forfeited.	25 p c	same
Meerschaum, crude or raw	free	same
Menageries, horses, cattle, carriages and harnesses of, under regulations prescribed by the Controller of Customs	free	same
Mercury or quicksilver	free	same
Metal composition, n.e.s.	20 p c	same
Metal, yellow metal in bars, bolts, and for sheathing	free	same
Mica	20 p c	same
Microscopes	25 p c	same
Milk food and other similar preparations	30 p c	same
Milk, condensed	3¼c. per lb.	same
Coffee, condensed, with milk	30 p c	same
Mill board, not straw board	10 p c	same
Mineral waters, natural, not in bottles	free	same
Mineral waters, n.e.s.	20 p c	same
Mineral and bituminous substances, n.e.s	20 p c	same
Mineralogy specimens	free	same
Models (original) of inventions and other improvements in the arts; but no article or articles shall be deemed a model which can be fitted for use	free	same

	Old.	New.
Molasses, produced in the process of the manufacture of cane sugar from the juice of the cane, when imported in the original packages from the district where produced in the country where the cane was grown, and which has not been subjected to any process of treating or mixture after leaving the country from which originally shipped..	free	same
(a) Testing by polariscope, 40° or over, a specific duty of 1¾c. per gal		same
(b) When testing less than 40°, and not less than 35°, a specific duty of 1¾c. per gal., and in addition thereto 1c. per gal. for each degree or fraction of a degree less than 40°		same
The packages (when of wood) in which imported to be exempt from duty.		
Molasses gates	27½ p c	..
Molasses and syrups of all kinds, n.o.p., the product of the sugar cane or beet root, n.e.s., and all imitations thereof or substitutes therefor	¼c. per lb	
Moss, Iceland and other mosses, and seaweed and seagrass, crude or in their natural state, or cleaned only	free	same
Moss, other, n.e.s.	20 p c	same
Mouldings of wood, plain	20 p c	25 p c
Mouldings of wood, gilded, or otherwise further manuf. than plain	25 p c	30 p c
Mowing machines, self-binding harvesters, harvesters without binders, binding attachments, reapers, sulky and walking ploughs, harrows, cultivators, seed drills and horse rakes	20 p c	same
Muslin, plant bed muslin, white cotton	25 p c	same
Music, printed, bound or in sheets	10c. per lb.	25 p c
Musical instruments, n.o.p.	25 p c	30 p c
Musk, in pods or in grains	free	same
Mustard cake	15 p c	same
Mustard, ground	25 p c	same
Mustard, French mustard, liquid, as sauce	35 p c	same
Naphtha, wood naphtha, or wood alcohol	$2.25 Im. gal.	$2.40 Im. gal.
Naphtha, n.e.s.	6c. Im. gal.	5c. Im. gal
Needles, knitting	30 p c	same
Needles, steel, all other	30 p c	same
Newspapers or supplemental editions or parts thereof, partly printed and intended to be completed and published in Canada	25 p c	20 p c
Newspapers and quarterly, monthly and semi-monthly magazines, and weekly literary papers, unbound	free	same
Newspapers and magazines, if bound	6c. per lb.	
Nickel	free	same
Nickel anodes	10 p c	same
Nickel and German silver, manf. of, not plated if plated	25 p c 30 p c	same same
Nitrate of soda or cubic nitre	free	same
Nitrate of soda	free	same
Nitrate of lead, not ground	free	same
Nitro glycerine	4c. per lb.	3c. per lb.
Noils, being the short wool which falls from the combs in worsted factories	free	same
Numbering machines, not to be classed with printing presses	27½ p c	25 p c
Nuts, shelled, n.e.s.	5c. per lb.	same
Nuts, almonds, walnuts, Brazil nuts, pecans and shelled peanuts, n.e.s.	3c. per lb.	same
Nuts, cocoa	$1 per 100	same
Nuts, cocoa, when imported direct	50c. per 100	same
Nuts, all kinds, n.o.p.	2c. per lb.	same
Nutgalls	free	same
Oakum	free	same
Oak bark	free	same
Oats	10c. per bush.	same
Oat flour	20 p c	same
Oatmeal	20 p c	same
Oil, aniline, crude	free	same
Oil, coal, illuminating oils composed wholly or in part of the products of petroleum, coal, shale or lignite costing more than 30c. per gal.	25 p c	same
Oil, coal and kerosene, distilled, purified or refined, naphtha, petroleum and products of, n.e.s.	6c. Im. gal.	5c. imp. gal.
Oils, petroleum, crude, fuel and gas oils (other than naphtha, benzine or gasoline, when imported by manufacturers other than refiners) for use in their factories for fuel purposes or for the manufacture of gas	3c. per gal.	2½c. per gal
Oil, carbolic or heavy oil	free	same
Oil, castor	20 p c	same
Oil, cod liver	20 p c	same
Oils, cocoanut and palm, in their natural state	free	same
Oil, colza	20 p c	same
Oil, flax seed or linseed, raw or boiled	20 p c	same
Oil, hair, perfumed	30 p c	same
Oil, lard oil	20 p c	same
Oils, lubricating, composed wholly or in part of petroleum, costing less than 25c. Im. gal.	6c. Im. gal.	5c. imp. gal.
Oils, lubricating, all other	25 p c	same
Oils, neatsfoot	20 p c	same
Oil, olive, for manufacturing purposes	free	same
Oil, olive, prepared for salad purposes	30 p c	20 p c
Oil, sesame seed	20 p c	same
Oil, tallow	20 p c	same
Oil, all other, n.e.s.	20 p c	same
Oil cake and meal, cotton seed cake and meal, palm nut cake and meal	free	same
Oil cloths and silk India rubbered, flocked or coated with rubber, n.o.p.	27½ p c	30 p c
Oil cloth, table and shelf, enameled floor, cork matting or carpet and linoleum	30 p c, but not less than 4c. per sq. yd.	30 p c
Oiled paper	35 p c	.....
Oleo-stearine and degras, when imported by manufacturers of leather for use in the manufacture of leather in their factories	free	same
Opium, crude	$1 per lb.	same
The outward ball or covering	free	same
Opium, prepared for smoking	$5 per lb.	same
Opium, powdered	$1.35 per lb.	same
Optical instruments, n.e.s.	25 p c	same
Oranges, lemons and limes, in boxes of capacity not exceeding 2½ cubic feet	25c. per box	same
In half boxes, capacity 1¼ cubic feet	13c. per box.	same
In cases and all other packages	10c. per cu. ft. capacity	same
In bulk	$1 50 per 1,000	same
In barrels not exceeding in capacity that of the 196 lb. flour barrels	55c. per bbl	same
Ores of metals, of all kinds	free	same
Organs, cabinet	30 p c	same
Organs, sets or parts of sets of reeds for cabinet organ	25 p c	same
Organs, pipe organs	25 p c	30 p c
Ornaments of alabaster, spar, amber and terra cotta, or composition	35 p c	same
Osiers	free	same
Osiers and willow furniture	30 p c	same
Ottar of roses and oil of roses	free	same
Oxide of copper, black and platinum, for use in the manufacture of chlorate	free	same
Pails, tubs, churns, brooms, washboards, pounders and rolling pins	20 p c	same
Paints and colors, ultramarine blue, dry or in pulp, metallic colors, viz.: oxides of cobalt, copper and tin, n.e.s.	free	same
Ochres, ochrey earths, raw siennas and colors dry, n.e.s.	20 p c	same
Oxides, dry fillers, fire-proofs, umbers and burnt siennas, n.e.s.	25 p c	same
Fire-proof paint, dry	25 p c	same
Paints and colors, rough stuff and fillers, n.e.s.	25 p c	same
Ground in spirits, and all spirit varnishes and lacquers	$1.12½ gal.	20c. gal, and 20 p c
Paris green, dry	10 p c	same
Dry white and red lead, orange mineral and zinc white	5 p c	same
White lead in pulp, not mixed with oil	25 p c	same
Painters' metal graining combs	35 p c	same
Painters' pallet knives	35 p c	30 p c
Paintings in oil or water colors, by artists of well-known merit, or copies of Old Masters by such artists	free	same
Paintings in oil or water colors, production of Canadian artists	free	same
Paintings, prints, engravings, drawings and building plans, photos and pictures, n.e.s.	20 p c	same
Palm leaf, unmanufactured	free	same
Palm leaf, when manufactured, n.e.s.	20 p c	same
Paper weights, glass	30 p c	same
Paper cutters and printing presses	10 p c	same
Paper bags, plain, n.e.s.	25 p c	same
Paper boxes, with chromos, but without any printed matter	6c. lb. & 20 p c	.....
Paper boxes, labelled empty	15c. lb. & 25 pc	.....
Paper, drawing, mounted, enamelled or parchment	35 p c	same
Paper hangings, all other, and borders, per roll of 8 yds. and under, and proportionately for greater lengths	1½ roll & 25 pc	35 p c
Paper, wall, not including borders, printed on plain ungrounded paper, and colored with any material except bronze, gilt or flitter	35 p c	35 p c
Paper files, clips	30 p c	same
Papier mache, manufactures of	35 p c	same
Paper of all kinds, n.e.s.	25 p c	same
Paper kites, as toys	35 p c	same
Paper, ruled, oiled or waxed	35 p c	same
Paper, tarred	25 p c	same
Paper, union collar cloth, in rolls or sheets, not glossed or finished	15 p c	same
Paper, union cloth, in rolls or sheets, glossed or finished	20 p c	same
Paper, filter paper, in sheets	25 p c	same
Paper, fly paper	35 p c	same
Paper letters, gummed, plain or colored, in bulk	35 p c	same
Paper letters, gummed, put up in envelopes, with printed descriptions for special advertising purposes, signs or labels	15c. lb. & 25 pc	35 p c

	Old.	New.
Paper sacks or bags of all kinds, printed or not	25 p c	same
Paper, waste or clippings	free	same
Paper, pressed, in sheets	35 p c	same
Paper, glazed, plated, marbeled, enamelled paper, and card board, similarly finished, n.e.s.	35 p c	same
Paper, manufactures of, including ruled and bordered papers, papeteries, boxed papers and envelopes and blank books	35 p c	same
Parasols. (See umbrellas)		
Passover bread for free distribution among the Hebrew community in connection with their religious rites.	free	same
Patterns of brass	30 p c	same
Patterns of iron	27½ p c	30 p c
Paving blocks, made from slag of blast furnace	20 p c	same
Peaches, n.o.p., the weight of the package to be included in the weight for duty	1c. per lb.	same
Peach trees	3c. each	same
Pears, green fruit	20 p c	same
Pear trees of all kinds	3c. each	same
Peas	10c. bush.	same
Pearl, mother of, not manufactured	free	same
Pearl card cases	35 p c	same
Pearl collar buttons or studs as jewel'ry	25 p c	same
Pearl, manufactures of, fancy	35 p c	same
Pelts, raw	free	same
Pencils, lead, wood or otherwise	25 p c	same
Pencils, slate	25 p c	same
Penholders, wood	25 p c	same
Pens, steel	27½ p c	30 p c
Pens, gold	20 p c	same
Pen racks, iron	27½ p c	25 p c
Perfumery, including toilet preparations (non-alcoholic), viz : Hair oils, tooth and other powders and washes, pomatums, pastes and all other perfumed preparations used for the hair, mouth and skin	30 p c	same
Perfumed spirits in bottles or flasks not weighing more than 4 oz	50 p c	same
Perfumed spirits in bottles, flasks or other packages, weighing more than 4 oz	$2.25 Im.gal and 40 p c	$2.40 gal. and 40 p c
Persis or extract archill and cudb'r	free	same
Petroleum, crude, fuel and gas oils (other than naphtha, benzine or gasoline), when imported by manufacturers (other than refiners), for use in their factories for fuel purposes, or for the manufacture of gas	3c. per gal.	2½c. gal.
Petroleum. (See Oils.)		
Pheasants for improvement of stock	free	same
Pheasants, other	20 p c	same
Philosophical instruments and apparatus, not manufactured in the Dominion, and when imported by or for the use of universities, colleges and schools and scientific societies.	free	same
Philosophical, photographic, optical and mathematical instruments and apparatus, n.e.s.	25 p c	same
Phosphorus	free	same
Phosphor bronze in blocks, bars, sheet and wire	10 p c	same
Photograph albums	35 p c	same
Albums, insides of paper	free	same
Photographers' albumenized paper	30 p c	same
Photographic dry plates	30 p c	same
Piano covers, rubber and cotton	27½ p c	.....
Piano stools	30 p c	same
Pianofortes	35 p c	30 p c
Pianofortes, parts of	25 p c	same
Pickers, raw hide, for cotton looms	20 p c	25 p c
Pickles, sauces and catsups, including soy	35 p c	same
Pictorial illustrations of insects, etc., when imported by and for the use of colleges and schools, scientific and literary societies	free	same
Picture and photographic frames, of any material	30 p c	same
Picture nails	32½ p c	30 p c
Pictures, framed	30 p c	same
Pillows and bolsters	30 p c	same
Pins, manufactured from wire of any metal	30 p c	same
Pipe clay, unmanufactured	free	same
Pitch, Burgundy	free	same
Pitch, pine, in packages of not less than 15 gals	free	same
Pitch, pine, other	20 p c	same
Pitch coal, for roofing	free	same
Pitch, bone, crude only	free	same
Plaits, straw, Tuscan, grass, chip, manilla, cotton and mohair	free	same
Planing mills and parts of, in any stage of manufacture	30 p c	25 p c
Plants, viz.: Fruit, shade, lawn and ornamental trees, shrubs and plants, n.e.s.	20 p c	same
Plaster of Paris or gypsum, ground not calcined	15 p c	same
Plaster of Paris, calcined or manufactured	40c. per bbl. of 300 lbs.	12½c. 100 lbs.
Plasters, medicated, all kinds	25 p c	same
Plated ware and gilt ware, of all kinds, whether plated wholly or in part	30 p c	same
Platinum and black oxide of copper for the manufacture of chlorate	free	same
Plates, engraved on wood, steel or other metal, and transfers taken from the same	20 p c	same
Playing cards	6c. per pack	same
Plum trees, of all kinds	3c. each	same
Plumbago, crude	10 p c	same
Plumbago, all manufactures of, n.e.s.	25 p c	same
Plush, of cotton	30 p c	35 p c
Plush, silks, other	30 p c	35 p c
Pocketbooks and purses	30 p c	same
Pomades, French or flower odors, preserved in fat or oil for the purpose of conserving the odors of flowers which do not bear the heat of distillation, when imported in tins of not less than 10 lbs. each	15 p c	same
Pomades, all others	30 p c	same
Pop corn, in cakes or balls	35 p c	same
Porcelain ware, n.e.s.	30 p c	same
Porcelain shades	30 p c	same
Portable machines, portable steam engines, threshers and separators, horse powers, portable saw mills and planing mills and parts thereof in any stage of manufacture	30 p c	25 p c
Potash, muriate and bichromate of, crude	free	same
Potash, chlorate of, in crystals or ground only, when imported for manufacturing purposes only	free	same
Potash, German mineral	free	same
Potash, red and yellow prussiate of	free	same
Potatoes, sweet	10c. bushel	same
Pork, barrelled in brine (barrels containing same to be free of duty)	2c. per lb.	same
Potatoes, other	25 p c	15c. bush.
Poultry and game of all kinds	20 p c	same
Precious stones, in the rough	free	same
Precious stones, also imitations, polished, but not set or otherwise manufactured, n.e.s.	10 p c	same

	Old.	New.
Printing presses and printing machines, such only as are used in newspaper, book and job printing offices; folding machines and paper cutters used in printing and bookbinding establishments, and lithographic presses.	10 p c	same
Prunella	free	same
Pulp wood	25 p c	same
Pulp or grasses	free	same
Pumice or pumice stone, ground or unground	free	same
Pumps, of all kinds	30 p c	.....
Pumps, steam	30 p c	25 p c
Putty	15 p c	same
Putty, dry, for polishing granite	free	same
Quills, in natural state or unpl'd.	free	same
Quills, other	20 p c	same
Quince trees of all kinds	3c. each	same
Quinine, sulphate of, in powder	free	same
Rags of cotton, linen, jute, hemp and woolen, paper waste or clippings, and waste of any kind except mineral waste	free	same
Rags from Europe, except Great Britain, prohibited		
Railway rugs of all materials	30 p c	same
Raisins	1c. per lb.	same
Raspberry and blackberry bushes	20 p c	same
Rattans and reeds, manufactured or partly manufactured	17½ p c	15 p c
Rattans and reeds in their natural state	free	same
Red liquor for dying and calico printing	free	same
Refrigerators	30 p c	same
Rennet, raw or prepared	free	same
Resin, in pkgs, not less than 100 lbs	free	same
Resin or rosin oil	free	same
Resin, other, n.e.s.	20 p c	same
Ribbons of all kinds and materials	30 p c	35 p c
Rice, uncleaned, unhulled or paddy, 3-10c. per lb., but not less than	30 p c	¾c. per lb.
Rice, other	1¼c. lb.	same
Rice and sago flour and sago	25 p c	same
Rice, when imported by makers of rice starch, for use in their own factories.	¾c. lb.	same
Rope, iron wire	25 p c	same
Rope, or cordage	1¼c. lb. and 10 p c	20 p c
Roots, medicinal, viz., aconite, calumba, ipecacuanha, rhubarb, sarsaparilla, squills, taraxicum and valerian	free	same
The same ground or powdered	20 p c	same
Rose bushes	20 p c	same
Rotten stone	20 p c	same
Rove, when imported for the manufacture of twine for harvest binders	10 p c	5 p c
Ruling pens	10 p c	same
Rye (see grain)	10c. bush.	same
Rye flour	50c. bbl.	same
Saccharine or any product containing over one-half of one per cent. thereof.	20 p c	same
Saddlers' soap	25 p c	35 p c
Saddlery of every description	30 p c	same
Saffron and safflower, and extracts of, and saffron cake	free	same
Sago	25 p c	same
Sago flour	25 p c	same
Sails, for boats and ships, also tents and awnings	25 p c	same
Sal ammoniac and sal soda	free	same
Saleratus	20 p c	same
Salt, imported from the United Kingdom or any British possessions, or imported for the use of the sea or the gulf fisheries, n.e.s	free	same
Salt, fine, in bulk, and coarse salt, n.e.s	5c. 100 lbs.	same
Salt, in bags, barrels, or other packages (packages same duty as if imported empty)	7½c 100 lbs	same
Saltpetre	free	same
Salt cake (sulphate of soda), crude	free	same
Sand	free	same
Sand, colored	20 p c	same
Sand cloth	20 p c	same
Sand (iron) or globules for polishing granite	free	same
Sand, glass, flint and emery paper	20 p c	same
Satchels	30 p c	same
Sateens, for use of corset manufacturers, etc.	25 p c	same
Sauces, catsups and pickles, including soy	35 p c	same
Sausage casings, n.e.s.	20 p c	same
Sausage skins or casings, not cleaned.	free	same
Sawdust, of the following woods: amaranth, cocoboral, boxwood, cherry, chestnut, walnut, gumwood, mahogany, pitch pine, rosewood, sandal wood, sycamore, Spanish cedar, oak, hickory, whitewood, African teak, black heart ebony, lignum vitæ, red cedar, red wood, satin wood, white ash, persimmon and dogwood	free	same
Scales, and weighing beams	30 p c	same
Scenery, theatrical and other	20 p c	same
School ink wells	30 p c	same
School bags	30 p c	same
Screws, commonly called wood screws, 2 in. and over in length	3c. lb.	35 p c
1 in. and less than 2	6c. lb.	35 p c
Less than 1 in., 8c. lb., provided that duty shall not be less than	35 p c	same
Screws, of brass or other metals, n.e.s.	30 p c	35 p c
Screw jacks of every description	35 p c	same
Seeds—beet, carrot, turnip, annatto, flax, mangold and mustard	free	same
Seeds—flower, garden, field and other seeds for agricultural or other purposes, when in bulk or large parcels, n.o.p.	10 p c	same
The same in small parcels	25 p c	same
Seeds—aromatic, which are not edible and are not in a crude state, and not advanced in value or condition by grinding or refining, or by any other process of manufacture, anise, anise star, caraway, cardamom, coriander, cummin, fennel and fenugreek	free	same
Seed peas—imported from the United Kingdom for the purpose of seed	free	same
Seedling stock for grafting, viz., plum, pear, peach and other fruit trees	free	same
Senna leaves	free	same
Settlers' effects	free	same
Sewing machines, or parts of	30 p c	same
Shades, glass and porcelain, for lamps and gaslights	30 p c	same
Shawls and traveling rugs of all kinds.	25 p c	30 p c
Shawls, silk	25 p c	30 p c
Sheep, for improvement of stock	free	same
Sheep skins, tanned only	15 p c	same
Sheep skins, dressed and waxed, or glazed	17½ p c	same
Shellac, white, for manuf'g purposes	free	same
Shells of all kinds, unmanufactured	free	same
Shells, manufactured, fancy	35 p c	same
Sheet music	10c. lb.	25 p c
Sheet iron signs, not framed	25 p c	30 p c
Ships, built in a foreign country, on application for Canadian register, except machinery	10 p c	same
Machinery on same	25 p c	same
Shirts, costing more than $3 per doz	$1 doz. and 25 p c	35 p c

	Old.	New.
Shirts, n.e.s	35 p c	same
Shoemakers' pitch and wax	20 p c	same
Show cases	35 p c	same
Show cards, framed	30 p c	35 p c
Silex or crystalliized quartz	free	same
Silk, clothing	32½ p c	35 p c
Silk hosiery	10c. doz.prs. and 35 p c	35 p c
Silk, raw, or as reeled from the cocoon, not being doubled, twisted or advanced in any way, silk cocoons, and silk waste	free	same
Silk twist, sewing and embroidery silk.	25 p c	same
Silk, in the gum or spun, not more advanced than singles, tram, and thrown organizine, not colored	15 p c	same
Silk velvets, and all manufactures of silk or of which silk is the component part of chief value, n.e.s., except church vestments	30 p c	35 p c
Silver leaf	25 p c	same
Silver-plated ware	30 p c	same
Skins, bird, and skins of animals not native to Canada for taxidermic purposes, not further manufactured than prepared for preservation	free	same
Slates, roofing	30 p c	same
provided that the duty on roofing slate shall not exceed 75c. per square for black or blue slate, and 90c. for slate of other colors.		
Slates, school and writing	30 p c	same
Slate mantels	30 p c	same
Slate pencils	25 p c	same
Slates and manufactures of, n.e.s.	30 p c	same
Sledges	30 p c	same
Sleighs	30 p c	25 p c
Soap, common or laundry, not perfumed	1c. per lb.	same
Soap, castile, mottled or white	2c. lb.	same
Soap, n.e.s., pearline and other soap, powders, pumice, silver and mineral soaps, sapolio and other like articles	35 p c	same
Socks or stockings of cotton, wool, worsted, the hair of the alpaca goat or other like animal	10c. doz.prs. and 35 p c	35 p c
Soda ash caustic in drums ; silicate in crystals or in solution ; bichromate nitrate or cubic nitre, sal soda, sulphate of soda, arseniate, binarseniate, bisulphate, chlorate, chloride and stannate of soda	free	same
Soda, bicarbonate of	20 p c	same
Soda, nitrite of	free	same
Solder	30 p c	same
Soups	25 p c	same
Soy	35 p c	same
Spectacles and eyeglasses	30 p c	same
Spectacles and eyeglass frames, parts of	20 p c	same
Spelter, in blocks and pigs	free	same
Spermaceti	20 p c	same
Spices of all kinds, except mace and nutmegs, unground	12½ p c	same
Spices, ground	25 p c	same
Spices, mace and nutmegs	25 p c	same
Spirituous or alcoholic liquors distilled from any material, or containing, compounded from or with distilled spirits of any kind and any mixture thereof with water, for every gallon thereof of the strength of proof, and when of a greater strength than that of proof at the same rate on the increased quantity that there would be if the liquors were reduced to the strength of proof. When the liquors are of less strength than that of proof, the duty shall be at the rate herein provided, but computed on a reduced quantity of the liquors in proportion to the lesser degree of strength; provided, however, that no reduction in quantity shall be computed or made on any liquors below the strength of 15 per cent. under proof, but all such liquors shall be computed as of the strength of 15 per cent. under proof as follows, viz.:		
Ethyl alcohol or the substance commonly known as alcohol, hydrated oxide of ethyl, or spirits of wine ; gin of all kinds, n.e.s.; rum, whiskey, all spirituous or alcoholic liquors, n.o.p.	$2.25 gal.	$2.40 gal.
Amyl alcohol or fusil oil, or any substance known as potato spirit or potato oil	$2.25 gal.	$2.40 gal.
Methyl alcohol, wood alcohol, wood naphtha, pyroxylic spirit, or any substance known as wood spirit or methylated spirit; absinthe, arrack or palm spirit, brandy, including artificial brandy and imitations of brandy ; cordials and liqueurs of all kinds, n.e.s.; mescal, pulque, rum shrub, schiedam and other schapps, tafia, angostura, and similar alcoholic bitters or beverages	$2.25 gal.	$2.40 gal.
Spirits and strong waters of any kind mixed with any ingredient or ingredients and being or known or designated as anodynes, elixirs, essences, extracts, lotions, tinctures, or medicines, n.e.s.	$2.25 gallon and 30 p c	$2.40 and 30 p c
Alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, hair, tooth and skin washes and other toilet preparations containing spirits of any kind, when in bottles or flasks weighing not more than 4 oz. each	50 p c	same
When in bottles, flasks or other packages weighing more than 4 oz. each	$2.25 gal. and 40 p c	$2.40 and 40 p c
Nitrous either, sweet spirits of nitre and aromatic spirits of ammonia.	$2.25 gal. and 30 p c	$2.40 gal. and 30 p c
Vermouth, containing not more than 30 per cent., and ginger wine, containing not more than 26 per cent. of proof spirits	80c. gal.	90c. gal.
If containing more than these percentages, respectively, of proof spirits	$2.25 gal.	$2.40 gal.
Sponges	20 p c	same
Spurs and stilts, used in the manufacture of earthenware	free	same
Square reeds and rawhide centres, textile leather or rubber heads, thumbs and tips, and steel, iron or nickel caps for whip ends, when imported by whip manufacturers for use in the manufacture of whips in their own factories	free	same
Starch, including farina, corn starch or flour, and all preparations having the qualities of starch. (The weight of the package to be included in the weight for duty)	1½c. lb.	same
Stones, burr, in blocks, rough or unmanufactured and not bound up or prepared for binding into millstone.	free	same

	Old.	New.
Stone, rough freestone, flag stones, granite, sandstone, and all building stone, except marble, from the quarry, not hammered or chiselled	20 p c	same
Stone, granite, flagstones and freestones, dressed, all other building stone dressed, eqcept marble, and all manner of stone, n.e.s	30 p c	25 p c
Stone, lithographic, not engraved	20 p c	same
Stone, grindstones, not mounted and not less than 12 inches in diameter	$1.75 ton.	20 p c
Straw and manufactures of, n.e.s.	20 p c	same
Straw boards in sheets or rolls, plain or tarred	30c. 100 lbs.	25 p c
Sugar of milk	20 p c	same
Sugar of milk tablets, not further sweetened	20 p c	same
Sugar, glucose or grape sugar	1¼c. lb.	¾c. lb.
Sugar, all above No. 16, Dutch standard in color, and all refined sugars of whatever kinds, grades or standards, the usual packages in which they are imported to be free	1 14-100c. lb	1c. lb.
Sugar, all under 16 Dutch standard	½c. lb.	same
Sugar candy, brown or white, and confectionery, including sweetened gums, candied peels, and pop corn	½c. lb. and 35 p c	35 p c
Sulphate of quinine (in powder)	free	same
Sulphate of iron (copperas) and sulphate of copper (blue vitriol)	free	same
Sulphur and brimstone, in roll or flour.	free	same
Sulphuric ether	5c. lb.	25 p c
Surgical belts or trusses and suspensory badges of all kinds	25 p c	20 p c
Syrup, glucose syrup and corn syrup, or any syrup containing any admixture thereof	1¼c. lb.	¾c. lb.
Tags, tin, for plug tobacco	25 p c	same
Tagging, metal, plain, japanned or coated, in coils, not over 1½ inches in width, when imported by manufacturers of shoe and corset laces, for use in their own factories	free	same
Tails, undressed	free	same
Tape measures	25 p c	same
Tapioca	20 p c	25 p c
Taraxicum root	free	same
Tarpaulin, cotton, plain or coated with oil, paint, tar or other composition	30 p c	same
Tar, pine, in packages of not less than 15 gallons each	free	same
Tassels	30 p c	35 p c
Teas and green coffees, imported direct from the country of growth and production	free	same
This item shall include teas and coffees purchased in bond in any country where tea and coffee are subject to Customs duty, provided there be satisfactory proof that the tea or coffee so purchased in bond is such as might be entered for home consumption in the country where the same is purchased.		
Tea and green coffee, n.e.s	10 p c	same
Teasels	free	same
Telephones and telegraph instruments: telegraph, telephone and electric light cables; electric and galvanic batteries, electric motors, generators, dynamos, sockets and electric apparatus, n.e.s	25 p c	same
Telescopes	25 p c	same
Tents and awnings	25 p c	same
Terra japonica, gambier or cutch	free	same
Terra cotta panels, mouldings and cornices	30 p c	same
Terraline, vases and plaques	35 p c	same
Thermometers, all kinds	25 p c	same
Terra alba	20 p c	same
Thimbles, steel	27½ p c	same
Thimbles, brass	30 p c	same
Thread, linen, n.e.s	20 p c	35 p c
Tin, in blocks, pigs, bars and sheets, plates and tinfoil and tin strip waste	free	same
Tin, crystals and tea lead	free	same
Tin plates in sheets or strips, decorated	25 p c	same
Tin whisk holders, lacquered	25 p c	same
Tinned iron kettle ears	27½ p c	25 p c
Tinware, stamped, japanned ware and galvanized iron ware	25 p c	same
Tinware, and manufactures of tin, n.e.s.	25 p c	same
Tobacco, cigars and cigarettes	$2 per lb. and 25 p c	$3 lb. and 25 p c
Tobacco, manufactured, and snuff	35c. per lb. and 12½ p c	45c. lb. and 12½ p c
Tobacco, cut	45c. per lb and 12½ p c	50c. lb. and 12½ p c
Tobacco pipes of all kinds, pipe mounts, cigar and cigarette holders and cases for the same	35 p c	same
Tools, mechanics' and edge tools, n.e.s.	35 p c	30 p c
Towels of every description	25 p c	30 p c
Towel racks and rollers	30 p c	same
Toys, all kinds and materials	35 p c	.....
Tracing cloth	30 p c, but not less than 4c. sq. yard	same
Travelers' baggage, under regulations to be prescribed by the Minister of Customs	free	.....
Trees, n.e.s	free	same
Tree nails	free	same
Tripoli	20 p c	same
Trunks	30 p c	same
Trunk trimmings	30 p c	same
Turmeric	free	same
Turpentine, raw or crude	free	same
Turpentine, spirits of	5 p c	same
Turtles	free	same
Twine for harvest binders, of hemp jute, manilla or sisal, and of manilla and sisal mixed	12½ p c	10 p c until Jan. '98 then free
Type, for printing	20 p c	same
Type metal	10 p c	same
Type writers	27½ p c	25 p c
Typewriters, tablets with movable figures, geographical map and musical instruments, when imported by and for the use of schools for the blind, and being and remaining the sole property of the governing bodies of said schools, and not of private individuals, the above particulars to be verified by special affidavit on each entry when presented	free	same
Ultramarine Blue, dry or in pulp	free	same
Umbrellas, parasols and sunshades of all kinds and materials	35 p c	same
Umbrella and parasol, steel and iron or brass ribs, runners, rings, caps, notches, tin caps and ferrules, for the use of manufacturers of umbrellas	free	same
Umbrella, parasol and sunshade sticks or handles, in the rough, not further manufactured than cut into suitable lengths	free	same
Unenumerated articles	20 p c	same
Vaccine and ivory vaccine points	free	same
Valerian root	free	same
Varnishes, n.e.s.	20c. gal. and 20 p c	same
Varnish, black and bright for ship use.	free	same

	Old.	New.
Varnish and colors ground in spirits	$1.12½ gal.	same
Vaseline, and all similar preparations of petroleum for toilet, medicinal or other purposes	35 p c	same
Vases, glass, plain or fancy	20 p c	same
Vases, china and porcelain	30 p c	same
Vases, earthenware	30 p c	same
Vegetables, when fresh or dry salted, n.e.s.	25 p c	same
Vegetables, sweet potatoes and yams	10c. bush.	.....
Vegetables, tomatoes, fresh	20c. bush. and 10 p c	same
Vegetables, tomatoes and other vegetables, including corn and baked beans, in cans or other packages, n.e.s. The weight of the can or other package to be included in the weight for duty	1½c. lb.	same
Vegetables, onions, sets for planting, not fit for table use	20 p c	same
Velveteens and cotton velvets and cotton plush	30 p c	35 p c
Veneers of wood, not over 1-16 of an inch in thickness	5 p c	10 p c
Veneers of wood, not over 1-16 of an inch thick, made from woods native to Canada	10 p c	same
Velocipedes	30 p c	same
Veneers, ivory, sawn only	free	same
Veneers, ivory, other, n.e.s	20 p c	same
Vents, fireclay chimney linings, glazed or unglazed	35 p c	same
Verdigris or sub-acetate of copper (dry)	free	
Vinegar, of any strength not exceeding the strength of proof; for each deg. of strength in excess of the strength of proof an additional duty of 2c.	15c.imp.gal.	same
Vices	35 p c	30 p c
Wagon and cart brushes	35 p c	25 p c
Wall decorations, Lincrusta Walton	1½c. roll of 8 yds. and 25 p c	35 p c
Walking sticks and canes of all kinds, n.e.s.	25 p c	30 p c
Washing crystal	20 p c	same
Watches	25 p c	same
Watch cases	35 p c	30 p c
Watch, composition metal for the manufacture of filled gold watch cases	10 p c	same
Watch keys, of brass	30 p c	25 p c
Watch keys, of steel	27½ p c	25 p c
Watch actions or movements	10 p c	same
Water meters	30 p c	same
Wax, parafine, and animal stearine of all kinds	2c. lb.	30 p c
Wax, manufactures of, other	20 p c	same
Webbing, elastic	20 p c	same
Webbing, non-elastic	20 p c	same
Whalebone, unmanufactured	free	same
Whalebone, manufactures of, n.e.s.	20 p c	same
Wheat	15c. bush.	12c. bush.
Wheat flour	75c. bbl.	60c. bbl.
Wheels, parts of, hubs and spokes, in the rough	free	same
Wheelbarrows and other like articles	30 p c	same
Whips of all kinds, including thongs and lashes	35 p c	same
Whiting or whitening, gilders' whiting and Paris white	free	same
Willow for basket makers	free	same
Willow and osier works, n.e.s.	25 p c	same
Window curtain poles	30 p c	same
Window blind rollers, finished or mounted	35 p c	same
Window shades, made of paper	35 p c	same
Wines of all kinds, except sparkling wines, including orange, lemon, strawberry, raspberry, elder and currant, containing 26 per cent. or less of spirits of strength of proof, imported in wood or bottles	25c.imp.gal. and 30 p c	same
Wines of every degree above 26 up to 40 p. c., 3c. more for each degree of strength and	30 p c	same
Champagne and all other sparkling wines, in bottles containing each not more than 1 quart and more than 1 pint.	$3.30 dozen bottles	same
In bottles containing not more than a pint and more that ½ pint	$1.65 dozen	same
In bottles containing ½ pint each or less	82c. doz.	same
In bottles containing more than 1 quart each shall pay, in addition to $3.30 per dozen bottles, at the rate of $1.65 per gallon on the quantity in excess of 1 quart per bottle, the quarts and pints in each case being old wine measure; in addition to the above specific duty, there shall be an ad valorem duty of	30 p c	same
Wire cloth of brass or copper	20 p c	30 p c
Wire cloth, iron or steel	30 p c	same
Wire, iron or steel, and all kinds, n.e.s.	25 p c	20 p c
Wire ferrules, iron or steel	27½ p c	.....
Brass	30 p c	.....
Wire phosphor, bronze blocks, sheets and wire	10 p c	.....
Wire, covered with cotton, linen, silk or other material	30 p c	25 p c
Wire rigging for ships and vessels	free	same
Wire, barbed wire fencing	¾c. lb.	(see above)
Wire, buckhorn and strip fencing	½c. lb.	25 p c
Wire, brass and copper wire, twisted, when imported by manufacturers of boots and shoes for use in their own factories	free	same
Wire, crucible cast steel	free	same
Wire, of iron or steel, Nos. 13 and 14 gauge, flattened and corrugated, used with the wire grip machine for the manufacture of boots, shoes and leather belting, imported by manufacturers of such articles to be used for these purposes only in their own factories	free	same
Wire rods, brass copper, iron or steel, rolled round, under ⅜ in. in diameter, when imported by wire manufacturers making wire for use in their own factories	free	same
Wire, soft drawn Bessemer spring steel wire of Nos. 10, 12 and 13 gauge, and Homo spring steel wire of Nos. 11 and 12 gauge respectively, when imported by manufacturers of wire mattresses, to be used in their own factories	free	same
Wire, flat strip and flat steel, when imported into Canada by manufacturers of buckthorns, plain strip or other fencing, and safety barb wire fencing, for use in their own factories in the manufacture thereof	free	same
Wire nails	1c. lb.	35 p c
Wire, brass rods cut to special length.	30 p c	same
Wire rope, of iron and steel, n.o.p	25 p c	same
Wire screw hooks and eyes, iron	27½ p c	.....
Wire, platinum sheets; retorts, pans, condensers, tubing and pipe made of platinum, imported by manufacturers of sulphuric acid for use in the manufacture or concentration of sulphuric acid	free	same

	Old.	New.
Wire work, and manufactures of iron wire, n.e.s	27½ p c	20 p c
Wood, cordwood	20 p c	.....
Wire window screens	30 p c	same
Wood furniture, house, cabinet or office, including bedsteads, hair, spring and other mattresses, bolsters and pillows, and picture frames	30 p c	same
Wood caskets and coffins	25 p c	same
Wood for fuel	free	same
Wooden mallets	35 p c	30 p c
Wood pumps	30 p c	25 p c
Wood hubs, spokes, felloes and parts of wheels, rough hewn or sawn only	free	same
Wood, felloes of hickory, rough sawn to shape only, or rough sawn and bent to shape, not planed, smoothed or otherwise manufactured	free	same
Wood, shingles	20 p c	same
Wood, pails. tubs and churns, brooms, washboards, pounders and rolling pins	20 p c	.....
Wood pulp	free	25 p c
Wood, manufactures of, n.e.s	25 p c	same
Wood, lumber and timber, manufactured	20 p c	25 p c
Wood, lumber and timber, planks and boards, amaranth, boxwood, cocoaboral, rosewood, cherry, walnut, chestnut, gumwood, mahogany, pitch pine, redwood, sandalwood, sycamore, Spanish cedar, oak, hickory, whitewood, African teak, black heart, ebony, lignumvitæ, red cedar, and satinwood and white ash, when not otherwise manufactured than rough sawn or split; or creosoted, vulcanized or treated by any other preserving process; and the wood of the persimmon and dogwood trees, hickory billets and hickory lumber sawn to shape for spokes of wheels, but not further manufactured; and hickory spokes, rough, turned but not tenoned, mitred, throated, faced, sized, cut to length, round tenoned or polished	free	same
Wood, sawed boards, planks and deals, planed or dressed on one or both sides, when the edges thereof are pointed or tongued and grooved. Provided that such lumber may be imported free of duty upon proclamation of the Governor-in-Council, which may be issued whenever it appears to his satisfaction that similar lumber from Canada may be imported into the United States free of duty.	25 p c	same
Wood, logs, and round unmanufactured timber	free	same
Wool, and hair of the alpaca goat, camel, unmanufactured, and other like animals, not further prepared than washed, n.e.s	free	same
Wool and woolen, manufactures of, composed wholly or in part of wool, worsted, hair of alpaca goat, or other like animals, viz.: Blankets and flannels of every description, cloths, doeskins, cassimeres, tweeds, coatings, overcoatings, felt cloth, n.e.s.	5c. lb. and 25 p c	35 p c
Wool and woolens—All fabrics composed wholly or in part of wool, worsted, hair of alpaca goat, or other like animal, n.e.s	30 p c	35 p c
Wool clothing, ready-made, and wearing apparel of every description, composed wholly or in part of wool, worsted, the hair of the alpaca goat or other like animal, n.o.p.	5c. lb. and 30 p c	35 p c
Wool knitted goods of every description, including knitted underwear, n.e.s	35 p c	same
Wool, viz.: Leicester, Cotswold, Lincolnshire, South Down combing wools, or wools known as lustre wools, and other like combing wools, such as are grown in Canada	3c. lb.	same
Wool hosiery, shirts, etc	35 p c	same
Wool noils	free	same
Woolen shawls and shawls of all kinds	25 p c	30 p c
Woolen socks and stockings	10c. doz. prs. and 35 p c	35 p c
Woolen waste, fit only for the manufacture of paper	free	same
Xyolite, or celluloid, in sheets, lumps or blocks, in the rough, n.e.s	free	same
Yarns, cotton and cotton warps, dyed or undyed, n.e.s	25 p c	same
Yarns, composed wholly or in part of wool, worsted, the hair of the Alpaca goat, or other like animal, costing 5c. lb. and 20c. lb. and under	20 p c	15 p c
Yarns, woolen and worsted, n.e.s	30 p c	same
Yarn, jute, flax or hemp, plain, dyed or colored, when imported by the manufacturers of carpets, rugs and mats, and of jute webbing or jute cloth, and twines for use in their factories	free	same
Yarn, spun from the hair of the Alpaca or Angora goat, when imported by manufacturers of braids, for use exclusively in their factories in the manufacture of such braids only, under such regulations as may be adopted by the Controller of Customs	free	same
Yarns, cotton, No. 40 and finer	free	same
Yarn of wool or worsted, when genapped, dyed and finished, and imported by the manufs. of braids, cords, tassels and fringes, for use in their factories in the manufacture of such articles only	free	same
Yarns, mohair	free	same
Yeast, compressed yeast, not over fifty pounds weight, the weight of the package to be included in the weight for duty	6c. lb.	same
Yeast cakes and baking powders, the weight of the package to be included in the weight of duty	6c. lb.	same
Yeast, compressed, in bulk or mass of not less than fifty pounds	3c. lb.	same
Yellow metal, in bolts, bars and for sheathing	free	same
Zinc, chloride, and sulphate of	free	same
Zinc, in blocks, pigs and sheets.	free	same
Zinc, seamless drawn tubing	free	same
Zinc, manufactures of, n.e.s	25 p c	same
Zinc dust	free	same

All goods not enumerated as charged with any duty of Customs and not declared free of duty shall be charged with a duty of 20 per cent. ad. valorem, when imported into Canada, or taken out of warehouse for consumption therein.

On imported Indian corn to be kiln-dried and ground into meal for human food, or ground into meal and kiln-dried for such use, under such regulations as may be made by the Governor-in-Council, there may be allowed a draw-back of 90 per cent. of the duty paid,

New, Large Roll Butter

PUT UP NEATLY IN HALF-BBLS.

We have

Extra Choice Hams, Bacon, ETC.

For Easter Trade. Order Promptly.

PARK, BLACKWELL & CO., Ltd.

Packers and Provision Merchants,
TORONTO

Wanted.

About a thousand very particular Broom Buyers to find fault with our Brooms—if they can. You wonder why? Perhaps you've judged them by others said to be "just as good" as Boeckh's Brooms. Perhaps we'll find it out this way if you'll let us have the opportunity. Boeckh's Brooms are good Brooms.

Brushes
Brooms
Woodenware

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

Success in Selling

Depends upon the quality of the article sold . . . .

In Tomato Catsup

There is none better than we make. Put up in glass or wood.

Write for quotations.

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

Prunes
Raisins
Currants

Complete range at lowest prices.

WARREN BROS. & CO.
TORONTO.

DO YOU WANT
COCOANUT?
Packages or Bulk

If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

A Certainty

is better than an uncertainty at any time. Don't experiment on your customers any more than you have to.

Excelsior Coffee

has always been a favorite, and it is a profitable article in constant demand. Why should it be necessary to have your good trade experimented on with new brands having no reputation?

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

French Sardines

AGATHOS

With Key Opener

Genuine Sardines packed in the Purest Olive Oil.

PERKINS, INCE & CO.
TORONTO.

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

MANITOBA MARKETS.

WINNIPEG, April 22, 1897.

THE possibility of a flood is still the absorbing topic of conversation. The sudden and rapid rise of the river at Emerson seems to indicate that the chances of a flood here are by no means passed. All establishments between Main street and the river that carry heavy stocks in basement warehouses, have either moved them out or raised them above the level of the the floor from three to four feet. Pumps have been fitted up and in one instance—that of the Winnipeg Cold Storage Co.'s building on the river bank—have been used. This building, which is considered a triumph of cold storage facilities, was constructed with an ample catch-basin and this has been pumped out regularly for the last 48 hours. Roads outside and inside the city are drying up rapidly. The weather has been warm, in fact almost hot, for the past two days and with a strong wind blowing. Bikes are out everywhere and if Winnipeg escapes a flood it will be fully a month in advance of last season. In the more western parts of the province seeding is already well advanced and the warm weather has produced an abundant egg crop. Easter has made a little stir in trade and there are some few changes in price. Heavy purchases of tobacco are being made, and one firm at least has largely increased its stock of spirits.

CANNED GOODS—Advices from Ontario would indicate that canned goods will increase in price, with the possible exception of apples and raspberries. Tomatoes, strawberries and beans are looked upon as good stock at last week's prices, viz.: Best brands, $1.90 per case ; do., good second, $1.80. Corn has stiffened slightly, but not to an appreciable extent.

SUGAR—Sugar remains firm, and in view of probable changes may go even higher.

SYRUPS—Syrups are dull but prices are fairly firm.

GREEN FRUIT—Apples are scarce. Spies are not keeping well and are consequently taken with caution; price $4 per bbl. Baldwins have kept well and are in good demand at $3. The market is pretty well cleared, however, and American stock will be handled chiefly for the future.

DRIED FRUITS—Evaporated apples still lower. Dried apples are a drug in the market. Evaporated rapsberries are cheaper and better than formerly. Apricots easier at 12½c. Prunes very low, ranging from 5¼ to 7½c., according to size. Pitted plums scarce ; in fact, there are none on the market. Pears are particularly cheap for the choice fruit offered, and are selling at 11½c. per lb. for fancy peeled quarters. Cherries are undesirable stock at this season ; price 11½c. per lb. Currants are ½c. higher, and now stand at 6c. per lb., with every indication that the price will go out of sight. Should this be the case, there will be no market here. Canadian evaporated apples are too good and too cheap, and prunes too cheap also, for people to be willing to pay a very fancy price for currants. Raisins are still very firm. Fine Valencias are $2.20 per box and prime off-stalk, $1.80 to $1.90. Fancy table raisins are out of market owing to lateness of the season. Figs in tapnets have been sold very cheap, retail dealers selling as low as 4c. per lb. Fancy table figs are out of the market.

COFFEE—Rio is dull and prices easier. Mochas are good value at present prices. Java is firm but likely to be higher,

BUTTER—Supply coming in freely now, dairy and some creamery, though the latter is really farm separator butter. The quality, however, is good. Price remains about the same—15 to 16c. for first-class.

EGGS—As before indicated, large shipments have come in for Easter and prices are steadily falling. They ranged from 12c. to 10c. on Thursday and fell to 10c. on Saturday with plenty in the market. It is thought by some that the price will be up again in a few days, and that farmers have

CHEESE

Quality FINEST
Condition PERFECT

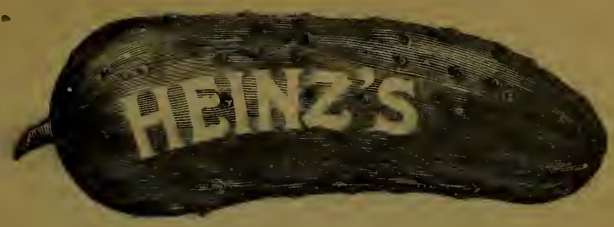
100 Boxes Colored September and October

50 Boxes White September and October

For prices, etc., drop us a card.

WRIGHT & COPP

51 Colborne Street, TORONTO.



Pickles.

A hot dish of Heinz's Baked Beans with Tomato Sauce inside will help to keep the raw winds of early spring outside.

Other Popular Specialties

SWEET PICKLES TOMATO CHUTNEY
INDIA RELISH TOMATO KETCHUP
ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

been simply holding for the Easter trade and that the present glut is not likely to last.

FISH—In fresh fish, so far as jobbing houses are concerned, the trade is over. In dried fish, boneless cod (pure), in 2-lb packages, 6¾c., in 5-lb. packages, 7c. There is no whole cod on this market, it being considered undesirable stock at this season. Scaled herrings, in boxes, 18c.; Labrador herrings in half-barrels (No. 1 fish), $3.75 per half-barrel. No. 1 mackerel in pails are worth $2.40 per pail. Dealers here find it hard to secure really first-class mackerel, it being pretty generally understood that the American market will pay higher for mackerel than the Canadian public are inclined to do.

HAMS AND BACON—Market very firm. Hams 14 lbs. and over, 10 to 11c.; bacon, boneless backs and bellies, 10 to 11c.; smoked shoulders, 6c.; spiced rolls, short, 6¾c.; dried sale bacon very scarce. Owing to increased consumption in the west and a smaller curing last season, it is worth 7c. per lb.; long clear smoked, 8½c. The American meat market holds firm. After paying freight and duty the goods cost just about the same as the Canadian meat delivered here. There is one thing in hog raising that our Canadian, and particularly Manitoba, farmers have yet to learn, and that is, that it is not possible to make as finely flavored bacon out of hogs fed on frozen wheat as out of hogs fed on good corn.

CLOVES AND THEIR TREATMENT.

THE cloves of commerce are the flower buds of the clove tree. It is probably a native of the Molucca Isles, a group which are known as the Spice Islands, and the chief of these is Amboyna, where the production of cloves is the principal object of attention. The Dutch Government at one time, in order to secure a monopoly in this spice, destroyed the trees in the other Molucca Isles and confined the cultivation of them to the Isle of Ternate; but they are now grown extensively in Sumatra, Bourbon, West Indies, and, in fact, almost all tropical countries, and especially in Zanzibar.

The principal product is the flower bud, which consists of a tube, with the unexpanded corolla forming a round head and having somewhat the appearance of a nail, from whence it gets its name (French glou, a nail). From first hands they are bought in original packages (bales), but they are often afterward picked over and the larger and full unbroken cloves are sold under fancy names and, of course, at fancy prices.

Grinding.—The spice is so rich and so full of oil that some assert that it cannot be ground pure, and give this as an excuse for adding a quantity of mixture to absorb the oil lest the mill clog up. This is all nonsense—"where there's a will there's a way"—still, of necessity, the grinding requires great care, but that is the duty of every manufacturer to bestow, or he is not in his right business. If, however, you have no customers who can either pay for or appreciate a pure article, that is another thing; only be honest about what you do.

For a mixture the most natural things are other suitable parts of the same tree, and the nearest to the buds are the stalks upon which they grow; these are known as "clove stems," and are brought here in bales similar to the buds. They have but little flavor of the cloves, although possessed of considerable pungency and, being very free from oil, make a good absorbent when ground with the cloves, but their color is a light drab, while that of the pure cloves is a very deep brown, and this detracts from the appearance of the ground cloves. If, however, it is convenient to buy these clove stems, a very good article to use with them, or independently of them, is (as for allspice, only roasted a little darker) rye, which may be made exactly the color of cloves and may be toned up with cayenne pepper to supply pungency, which, of course, the rye does not possess.—Spice Mill Companion.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

THE Davidson & Hay, Ltd., have in stock another carload of New Orleans molasses.

S. K. Moyer has a carload of Egyptian onions arriving this week.

W. Ryan Co., Ltd., are experiencing a good demand for their smoked meats.

Lucas, Steele & Bristol handle "Plymouth Rock" gelatine, pink and white.

W. H. Gillard & Co. are offering a few dozen grocers' show cases at a low figure.

Warren Bros. & Co. have another shipment of green Rio coffee arriving this week.

Shipments of imported castile soaps are to hand this week for the Davidson & Hay, Ltd.

A good demand for spiced rolls and shoulder hams is reported by D. Gunn Bros. & Co.

"Plymouth Rock" gelatine, pink and red, is in stock with the Davidson & Hay, Ltd.

The Eby Blain Co., Ltd., are offering canned fruits for the next two weeks as special figures.

T. Kinnear & Co. are in receipt of a shipment of pickles from the United States which can be retailed at 15c. per bottle.

The Eby Blain Co., Ltd., are making a special drive this week in fancy Eleme figs in bags, and Etolia prunes in cases 55 lbs.

The new "Pure Gold" jelly powder, placed upon the market a few days ago, is meeting with good success, a large quantity having been sold already.

Stower's lime juice, lime juice cordial and lemon squash are in store with Lucas, Steele and Bristol. These goods were in demand at the Pure Food Show.

Laporte, Martin & Cie. are offering bargains in Congous, Ceylon and Blend teas this week. They have purchased a large quantity from the estate of T. Doherty & Co.

The fancy assortment of "Circle" tea put up by Lucas, Steele & Bristol consists of 17 lbs. "4 bar" black, 1 and ½ lbs.; 17 lbs. "4 bar" mixed, 1 and ½ lbs.; 17 lbs. "5 bar" black, 1 and ½ lbs. Books with every case.

W. H. Gillard & Co. report a larger sale than ever for their Seville orange marmalade, although last season they disposed of over 5,000 crates. The popularity of this article may be attributed to the fact that nothing but extra standard granulated sugar and Seville oranges are used in its manufacture.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

W. H. Gillard & Co.: Since the Pure Food Exposition held in Hamilton our sales of Gillard's new pickle and Gillard's new sauce have been trebled. These relishes are manufactured by Gillard & Co., of London, Eng.

The Davidson & Hay, Ltd.: We beg to call attention of buyers to our stock of Ceylon and Assam teas, which is kept constantly replenished by direct importations. Our last shipment of Ceylons was a line of splendid drawing, low-grade teas.

The Eby, Blain Co., Ltd.: We are this week in receipt of some extraordinary values in Ceylon and Indian teas.

The Eby, Blain Co., Ltd.: Our sales of "Kolona" Ceylon tea are increasing every week, and our customers express entire satisfaction in handling it.

STUFFED PARISIAN HOG'S HEAD.

SELECT a well shaped head, cut off about 3 to 4 pounds behind the ears; now remove the bones, care being taken especially above the eyes, where the skin is thinnest and lies right on the bone; do not remove the snout bones, only saw off the hindmost jawbone right behind the mouth. Remove the cheek meat on either side, until with the skin it shows about walnut thickness, or about half an inch thick. Cut off about three inches square from lower cheek at the back to make the head more shapely.

Now sew up from the snout up to the back opening where the head is to be filled, cut around over from the skin to fit the back opening. Now prepare the stuffing as follows:

Good, firm young pork moderately fat is coarsely chopped with the required quantity of salt and allowed to stand 24 hours; use, say, about 10 pounds; chop fine, add four shalots, roasted in butter, rubbed up with a pinch of salt. Spice with 5¼ ounces salt (already used in chopping); add now ½ ounce finely ground white pepper, 77 grains finely ground mace, nice green peeled pistaches, two handfuls; 1 to 1½ ounces nice white Perigord truffles, cut into dice.

Also mix red salted, boiled tongues, cut into dice of half-walnut size; mix all well and fill head with it. Sew the cover on, smoke for two hours, until yellow brown; tie up tightly into a napkin; tie a string around it very evenly from front to rear. Now cook in boiling water 3 to 3½ hours, then allow to cool. Dip the ears in hot water; put a few sticks in front of them to keep them upright in cooling. The head must be of a chestnut brown. Cut out the eyes, fill them with lard, and put in a juniper berry to mark the pupil. Put a lemon and some green bay leaves into the snout and make a nice trimming with red and white jelly and lard.—National Provisioner.

SHE DIDN'T SUCCEED.

Presuming an article on how a dishonest woman attempted to square accounts with her grocer will be of interest, I write this account of the attempt and how it was foiled.

A few years ago my clerk told me that on his route a party had made erasures on her account book, and had substituted goods of less value and had changed the figures of 100 to 10 and 10 to units. I assumed command of the route and visited her, carrying in the goods ordered, and asked for her book. I saw at once the shrinkage. In explanation she said her boys had been playing grocery store and if there was anything wrong she would right it, but I told her it would be righted when I had compared it with my order book. My midnight lamp found me comparing accounts, and the next day found her property attached, which, with a note of $50, was duly collected. Among the many articles changed was 20 yards of bleached cotton cloth at 14c., $2.80, changed 28c. Strip of pork, $1.13, changed to 13c. Her account, deducting credits for cash, for four months, on her book, amounted to $31.15, on the order book, $85.88, making a balance in my favor of $54.73, which she was attempting to embezzle. Suffice it to say the amount of $104.73 was paid in full.—"D. J. B." in N. E. Grocer.

Some time ago a company was formed in Essex to bore for gas. The well has been sunk to a depth of 1,137 feet, and all that has yet been struck is a bed of salt. The well may be abandoned by the company.

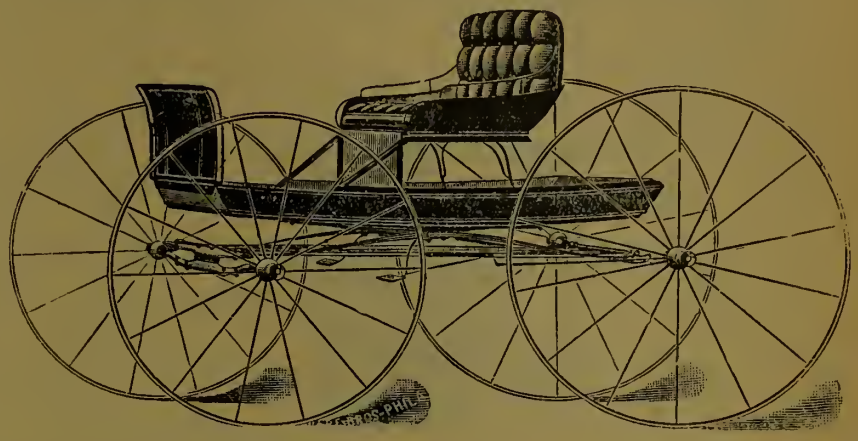
Sparring over the Tariff.

A buggy almost for nothing

We have bought up a large number as shown in cut, and can sell you one with a bill of

Pure Ground Spices, Baking Powder or Coffee

at a price that gives it to you away below actual cost. You can have a delivery wagon in the same way if you prefer it. You can rely on the quality of these goods—both Spices and Wagons. We guarantee the Spices to be perfectly pure, and we give you the maker's guarantee with your vehicle.



DROP US A LINE FOR PARTICULARS

THE TORONTO COFFEE & SPICE CO. LTD.

H.H. SUYDAM. PRES. J.D. ROBERTS. VICE PRES. J.A. WATSON. SEC.

TRADE CHAT.

THE CANADA GAZETTE of the 17th inst. contains a notice prohibiting the use of drags or dredges for the purpose of taking oysters in any public bed in Prince County, P.E.I., during 1897.

A $10 license fee for selling cigarettes in Stratford is proposed.

There is some likelihood of Blyth having a canning factory in the near future.

On and after May 25 the stores at Leamington, Ont., will close at 6 p. m. every Wednesday.

The grocery store of A. F. Barker, Yonge and Agnes streets, Toronto, was slightly damaged by fire on Monday.

Over 400 veal calves were shipped from the vicinity of Port Lambton to Detroit and Windsor markets last season.

Edward S. M. Collett, acting surveyor of Customs, London, Ont., is dead. Deceased was born on July 19, 1826, and came to Canada from Kilworth, county Cork, Ireland.

In the Grocery.—Colored Youth—"Gimme a pound ob your best coffee." Newly-arrived Clerk—"Dot Yava end Moke, eh?" Colored Youth—"Who yo' callin' a 'moke,' yo' sauerkraut?"

A Kingston press despatch, of the 15th inst., says : News was received here this afternoon from Ottawa that Mr. Alexander Gunn, ex-M.P., has been appointed postmaster of this city, vice Mr. James Shannon, superannuated. Mr. Gunn represented Kingston in the Federal Parliament from 1878 to 1887. In the former year he defeated the late Sir John Macdonald, and in 1883 Hon. Senator Sullivan. Three years ago he retired from the wholesale grocery business into private life. For many years he was a prominent figure in all of Kingston's industries. The announcement of Mr. Gunn's appointment has been received with general satisfaction by both political parties.

COMPARE THE SALES DAILY.

At the close of every day's business, says an exchange, compare the sales with those for the same date last year. If they are better this year it should encourage you to still greater efforts. If not so good it should spur you on to renewed efforts to come out ahead of last year. No business can stand still. It must either advance or decline. A slight advance is cause for encouragement, for it shows progress even though it may be slow. A falling behind should be regarded as a danger signal, for it may be the forerunner of a backward tide, which once it sets in, is almost impossible to stem. Every business man knows it is harder to build up a business that is run down than to build up an entirely new one. See to it that yours does not slip back.

A SHARP TRICK.

A boy brought into my store the following order on a slip of paper :

"Grocer, please send at once—
1 lb. coffee in the bean, best, 35c.
3½ lbs. flour, 13c.
3½ lbs. sugar, 16c.
2 Babbitt's soap, 8c.
F. Mueller, 112 East 54th street.
Please send change for $5; send bill!"

The clerk put up the order, the little boy received $4.28, being the change for $5, and took the goods to the above number. In front of the house a young man met him, took the basket and said to the boy in German : "Here is a $20 bill, give me the change ; you go now and hurry back and get me the other $15, I'll bring the groceries upstairs the while, my mother is sick and she wants to use the sugar."

Our boy came back, handed the $20 to me and asked for the $15 to take back. The $20 bill was one of the Confederate State bills, and I knew at once that we were swindled out of 72c. worth of groceries, $4.28 in change, and a basket.

After this no goods will be sent C.O.D. to strangers.

This will be a strict, standing rule.—Retail Grocers' Advocate.

No Matter What

THE TARIFF is you are compelled to remain in business. Your capital is locked up and cannot be withdrawn; it is therefore necessary to adjust yourself to the new order of things.

Your most necessary requirement at the present moment is judicious advertising. Every branch of trade delayed placing orders until the tariff was brought down. They must now buy, whether the tariff suits them or not. Do you want these orders? An advertisement in this paper will do it. Write us.

Effects of the Tariff

ROSE'S

WEST INDIA LIME JUICE

Is DELICIOUS, WHOLESOME and REFRESHING.

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.

Agents for Canada, LAW, YOUNG & CO. - MONTREAL.

EARLY-CLOSING SOIREE.

THE first soiree under the auspices of the Early Closing Association of Montreal, was held in La Monument Nationale, on Wednesday evening. The entertainment consisted of a series of seven tableaux, presented by a strong local company, portraying the principal scenes in the drama "Faust."

The large audience present, amongst which were Prov.-Secretary Atwater, Ald. Renaud, Ald. Grothe, and a number of other prominent people, may be taken as evidence that the citizens of Montreal are in sympathy with the early-closing movement.

The association, which is composed of representatives from all lines of trade, is to be congratulated upon the complete success of its first public entertainment.

The committee in charge of the soiree was composed of the following : Messrs. Poirier, Havard, Levesque, Lavigne, Forget, MacBeth, Seguin, Davis and Fournier.

TOLD ABOUT TEA.

"DO you take sugar—and milk ?" is said to be the correct formula for the tea-maker. To mention cream in connection with tea is not only a vulgarity, but also a proof of ignorance of what is good, since connoisseurs never think of drinking cream with tea. An English writer says that men are more intimately interested than women in the making of tea, more subtly conscious of its merits. Women discriminate less intelligently. Tea to them is plain tea ; tea to a man is China, or Indian, or Ceylon or a blend. The man who takes his tea neat is on the way to be a tea drunkard. In England tea confers a social rank of its own, and the man who sells tea and nothing else stands a rung higher on the social ladder than the man who sells tea and sugar. Scions of noble houses may be "in tea" without shame, and one of the ways open to reduced daughters of aristocracy is the serving of tea in west end shops. The wise tea-maker holds elaborate paraphernalia cheap, scorns copper kettles on tripods, with their tiny spirit stoves that hold too little spirt, silver teapots and all such refinements, knowing that the best tea is made with a black kettle on the fire and an earthenware or china teapot. Dr. Johnson and Hartley Coleridge were among the tea-giants of older times. When the latter was once asked how many cups he was in the habit of drinking, he replied, scornfully : "Cups ! I don't count by cups. I count by pots." Dean Stanley was another great tea-drinker, and Mr. Gladstone's tea-drinking feats are renowned. The late Arthur Cecil, the comedian, used to tell with keen enjoyment of the cannibal tea at Kew, where a sign read : "Tea, plain, 6d ;" "Tea, with shrimps, 9d ;" "Tea, with children, 1s." According to Sheridan Le Fanu, one of the effects of green tea drinking is to be visited at night by an impalpable monkey with red eyes.

POTATO CHIPS.

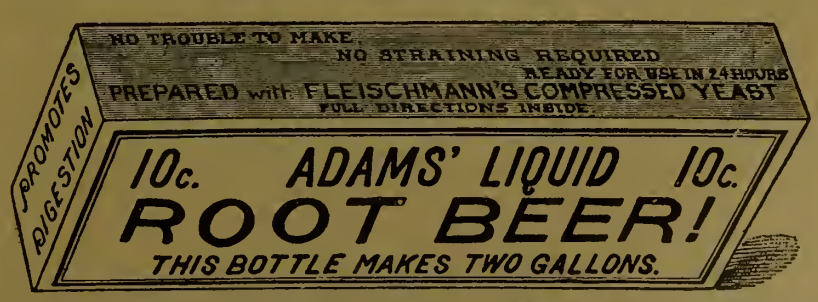
Potato chips are becoming quite the thing. But there are potato chips and potato chips. Those made by John B. Marshall, of Boston, are potato chips, and known by the name of "Saratoga." Mr. Marshall's product has become the staple chip, most of the leading hotels now using it. Potato chips are good sellers at all seasons of the year, but particularly during the summer season, and every grocer and general merchant throughout the country should keep them in stock. They are put up in bulk and in paper packages, and Mr. Marshall furnishes a neat case for the counter for displaying a sample of the chips.

EDDY ON PULPWOOD.

Mr. E. B. Eddy, of Hull, P.Q., the large manufacturer of pulp and other lines, has written a letter to the press on the pulpwood industry. He points out that the consumption of the United States is about 4,000,000 tons of mechanical ground wood pulp annually, and of this quantity no less than 25 per cent. of this pulp comes from wood, the growth of this country. In the past year about 600,000 cords of pulpwood have been exported to the United States, besides which a quantity of the pulp has been ground here, principally in Nova Scotia. The cost of conversion of these 600,000 cords of wood into pulp, with the freight from the mills to the border, will amount to about $5 per cord, thus depriving us of the circulation of money in labor and freights of some $3,000,000 in the past year.

An export duty on pulpwood of at least $4 per cord, if not $5, would he says, compel the manufacture of pulp in our own country.

ADAMS' GINGER BEER IS DELICIOUS.



ORDER NOW

YOUR CUSTOMERS ASK FOR ADAMS'. 10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.

Dominion Agents. 38 Front St. E., Toronto, Ont.

HE DOES NOT HANDLE FIREWORKS.

THERE is one storekeeper in this city who, notwithstanding the allurement of large profits, will never sell any more fireworks, and thereby hangs a tale.

This particular storekeeper, whose identity cannot be disclosed, is an extremely careful and cautious man in his business. In the exercise of these qualities he took pains to preserve the surplus stock of last year's fireworks for sale during the jubilee year. In order that the rockets, etc., might be safely preserved he placed the lot in a good-sized trunk and put it in a corner of his bedroom. There the box reposed in safety till one night (or early morning) not long since, when the grocer's boy made up his mind to have some crackers. He remembered the big cannon crackers of last year, knew where they were stored, and was not proof against the temptation to purloin a handful.

So one night recently the daring youth remained awake till he heard the harmonious cadences of the deep bass snore of his pater and the falsetto of his mother, and then prepared for his expedition. Getting out of bed, he crept slowly along the hallway to his parents' bedroom. More than once he felt like abandoning his intended raid. The thumping of his heart and the promptings of his conscience warned him to bed, but he refused to obey, and slowly and silently he entered the room where his father, mother and the firecrakers were. He made his way to the corner where the old trunk was and lifted the lid without trouble. First he thought he would take a handful of whatever kind happened to be on top, but swift as a flash he altered his mind and determined to have cannon crackers. To get these he had to strike a match, which he shaded carefully from the occupants of the bed, who still slept soundly, as storekeepers do. He made a quick survey of the contents of the trunk, and as he grasped the cannon crackers the match burnt his fingers and he dropped it—right into the midst of the explosives. He made a grab for the lighted match, but it was too late. A cannon cracker had been ignited, and with a bang like the bursting of the firmament, it went off.

Who can describe what followed! The father bounded almost to the ceiling and lit on his feet in the middle of the floor as the boy's shirt tail disappeared down the hall. The mother let a shriek out of her that was heard two blocks away and was answered by a Roman candle shooting a blue light at the water jug. As the father shot out of the door after the supposed burglar a skyrocket hit a soft spot in his retreating figure, and a box of serpents began a twisting exercise about the room that brought yell after yell from the frightened woman, who was by this time a target for everything in the trunk except the cannon crackers which boomed away at irregular intervals, interspersed by squibs and rockets and blue lights, till the smoke in the room became so dense that the colors could hardly be distinguished. The mother escaped from the room as the father returned with a jug of water to quell the display. In due time the wreck was cleared away, and the boy settled with on a hard pan basis.

He had reached his room ahead of his father, but so scared was he that he forgot he held a handful of cannon crackers which afforded incontestible proof of his guilt. That is why G— M—, grocer, does not sell any more fireworks.—News, Toronto.

GOOD COLLECTING.

"YES, I think I'm a pretty good collector," said a grocer, who does considerable credit business. "I lose very little through bad debts, for the simple reason that I am very particular whom I trust.

"When people come to me for credit I begin by having a thorough understanding with them that the money must be paid when due, or their credit stops. Not only that. I have also an understanding with them as to whether all of the family are authorized to order goods. This I find to be necessary, as I have had cases of a daughter ordering goods and the mother saying afterwards that she had no right to do so.

"The worst collector imaginable is the grocer who is lenient in the first place, but who afterwards gets frightened and tries to bluff people into paying up. This is just what people want. It gives them an excuse for getting angry and refusing to pay.

"I believe that quietly insisting on prompt payment from the very first is the only way to do business where you can't trust the law to help you. And the proof that my method is successful lies in the fact that I have often had accounts paid by people covered with attachments. Why, I have even collected money from people whose furniture was being carried out of the house."

Moral: Establish a reputation in your neighborhood for being a good collector and see how few people will try to beat you.—The Hustler, in San Francisco Grocer.

MONTREAL GROCERS COMMENDED.

The action of the Montreal Grocers' Association in deciding not to purchase from wholesalers who sell to department stores is called a conspiracy and therefore a violation of the law. That is nonsense. Members of labor unions are allowed to purchase only union-made goods, and to refrain from dealing with firms which handle non-union goods. Haven't retail grocers as much liberty of action as the members of labor unions?—Herald, Hamilton.

SITUATIONS VACANT.

WANTED AT ONCE, EXPERIENCED GROCER. Must thoroughly understand his business, be a good stockkeeper and salesman. One with some knowledge of hardware preferred. Salary not to exceed $700 per annum. Apply with recommendations. W. R. MEGAW. Vernon, B.C. (18)

WESTERN ASSURANCE COMPANY
Incorporated 1851.
Fire and Marine
Capital, subscribed $2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,300,000.00
Head Office: TORONTO, ONT.
Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.
Send for Catalogue and Price List.
C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL.

FAC SIMILE OF CASK LABEL.

PURNELL'S

PURE
PLAIN and SPICED

MALT VINEGARS

FOR PICKLING and TABLE USE.

Brewery, Bristol, England.

AGENTS

Montreal—J. M. KIRK, Imperial Buildings, St. James St.
Toronto—J. WESTREN & CO., 61 Colborne St.
Hamilton—W. H. GILLARD & CO., Wholesale Grocers.
Winnipeg—A. STRANG & CO., Portage Avenue.
Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

Having purchased a large quantity of . . .

-- TEAS --

from Estate THOS. DOHERTY & CO.

We offer at exceedingly low prices

JAPAN TEAS GUNPOWDER TEAS

Best value of - - -

CEYLONS, CONGOUS and BLEND TEAS

ALWAYS IN STOCK. Write for samples and prices, it will pay you.
Full line of TEAS, every description and price.

LAPORTE, MARTIN & CIE., MONTREAL

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

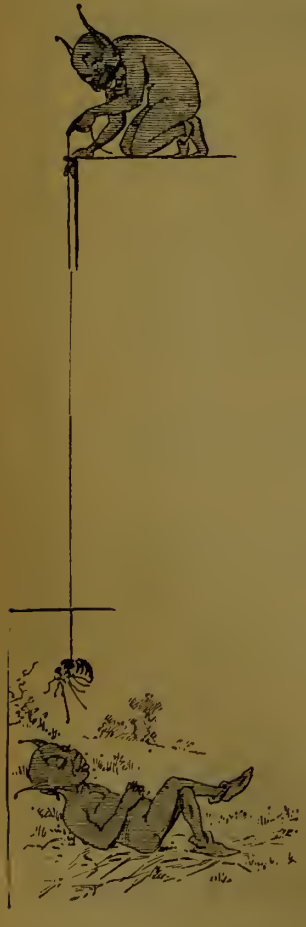
Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !
Skilfully Blended ! !
Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.



. . Palate Ticklers . .

Gillard's New Pickle

(PACKED 2 DOZEN IN CASE)

Single case lots $3.40, 5-case lots $3.30

Gillard's New Sauce

Single dozen lots $1.75
Barrels of 12 dozen $1.60

10 GOLD MEDALS awarded at the Pure Food Expositions in England.

5,000 of the principal hotels and restaurants throughout Great Britain have these delicious relishes in use daily. **Manufactured by**

GILLARD & CO., LONDON, ENG.

Sold by all wholesale grocers in Canada, and by every retailer who desires to increase his trade and enlarge his profits.

There is Something Pathetic

about the rise of the

CEYLON TEA INDUSTRY

for it rose as a Phœnix from the ashes of the ruined Coffee Plantations which had brought golden harvests to the fortunate proprietors and were suddenly destroyed by the terrible ravages of an insect. The planters after trying Cocoa, Chincona, Cardamoms, etc., with only partial success, finally tried **Tea** Planting, and Tea has indeed proved a blessing to the planters and people of Ceylon, and **the World** to-day acknowledges that

Ceylon Teas

are pure, clean, healthy, and most economical.

The people want

Ceylon and India Teas

and he is a wise grocer who sells what the people want. . . . . .

Do you sell Ceylon and India Teas?

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. C. LECLERC, boot and shoe manufacturer, Montreal, is offering to compromise at 50c. on the dollar.

J. S. McNeil, general merchant, Barton, N.S., has assigned.

Max. Cohen, tobacco and cigars, Sudbury, has assigned.

W. J. Johnson, grocer, Teeswater, has assigned to J. D. Ogden.

E. Desilets, general merchant, Grand Piles, Que., has assigned.

John Branscombe, grocer, St. John, N B., is offering to compromise.

C. D. Anderson, grocer, Winnipeg, has assigned to S. A. D. Bertrand.

A demand of assignment has been made on Hormisdas Bessette, grocer, Montreal.

Trottier & Hardy, crockery, Farnham, are offering to compromise at 25c. on the dollar, cash.

C. H. Shaffner, general merchant, South Farmington, N.S., is offering to compromise at 40c. on the dollar.

SALES MADE AND PENDING.

J. Chartier has opened a grocery store in Montreal.

Costello & McMorran, salmon canners, Steveston, B.C., sold out.

The stock of John O'Donnell, grocer, Quebec, has been sold at 67c. on the dollar.

The assets of the C. A. Liffiton Co., Ltd., coffees and spices, Montreal, has been sold to C. A. Liffiton.

The assets of Hunt, Barnes & Co., fish and oysters, Montreal, are to be sold by auction 23rd inst.

The stock of J. R. Andrews, general merchant, Marbleton, has been sold at 63¾c. on the dollar.

A. Desjardins, groceries and liquors, St. Henri de Montreal, sold out. Hormisdas Sincennes has opened out in groceries and liquors in the same place.

PARTNERSHIPS FORMED AND DISSOLVED.

Ciconelli & Dion, green grocers, Quebec, have dissolved.

Hunter & McKinnon, general merchants, Silverton and Three Forks, B. C., have dissolved. W. Hunter & Co. continue.

CHANGES.

Austin Morrell has started business in Montreal as dealer in fruits.

Gaspard Bernier is opening a general store in Beauport on May 1.

W. A. Carson, grocer, Port Hope, has been succeeded by W. Moise & Bro.

W. G. Norton, general store, Salmo, has been succeeded by Brown & Norton.

Cannon & Co., flour and feed, Hamilton, have been succeeded by Arthur Back.

F. J. Wood, manufacturer of soda water, Greenwood City, B. C., is out of business.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

Sibbald & Pease, grocers, Revelstoke, B. C., have been succeeded by Paget & Pease.

Fred. Kincaid has begun business in Brockville as dealer in fruits and confectionery.

Gilbert & Craig, general merchants, Fleming, N.W.T., have sold out to Dimmick Bros.

J. Legault & Co., grocers, Montreal; Julie Legault, wife of S. Lefebvre, registered proprietress.

Desmarais Bros. general merchants, Richmond, Que.; Miss A. Desmarais registered proprietress.

A. Ballantine & Sons, general merchants, Arthur and Toronto, have sold out Toronto business to J. J. Virtue.

J. A. Rheaume & Co., general merchants, Ascot Corner, Que.; wife of Joseph A. Rheaume registered proprietress.

Chas. E. Dubord has been registered proprietor of the firm of Hardy & Dubord, match manufacturers, Beauport, Que.

A. B. Shaw, general merchant, Middle Musquodoboit, N. S., has registered consent for his wife to do business in her own name.

FIRES.

The stock of A. Houle, grocer, Montreal, has been damaged by water.

W. J. Reid & Co., wholesale crockery, London, have been partially burned out.

The premises of W. H. Atkins, baker and confectioner, Ottawa, have been damaged by fire.

DEATHS.

Ambroise Leclerc, grocer, Quebec, is dead.

CALLING FOR ORDERS.

IT is idle to discuss the relative advantages or disadvantages of the system of calling for orders, at least in quarters where it has taken root as it has in New York, because it is a case of willy, nilly, with the family grocer of moderate capital. If he doesn't follow the custom, there are plenty of others who will, and they will get all the trade of a certain kind.

We will not waste time therefore, in discussing the wisdom of the custom, but we must insist that altogether too much dependence is placed, as a rule, upon the clerks who represent the dealers in the house to house calls. Some of the customers thus supplied rarely if ever call at the store, and the grocers, or some of them, never call at the customer's house, and in consequence the entire traffic may be said to virtually rest upon the shoulders of a young and ignorant clerk — often the youngest and least experienced person in the store.

A wink is said to be as good as a nod to a blind horse, but what sort of a hint should the dealer require who never goes the rounds of his customers, in place of the clerk usually entrusted with the duty?—Merchants' Review.

SMASHING THE DEPARTMENT STORE.

A country grocer in Eaton, O., displays the following card in a local newspaper: "These prices, we believe, knock the department-store rates to smithereens: 1 bushel of potatoes, 15c.; 1 can of corn, 4c.; 1 can of apples, 4c.; 1 can of tomatoes, 6c.; 1 can of pumpkin, 4c.; 1 can of peaches, 7c.; 1 package of pancake flour, 7c.; 8 bars of Jackson soap, 23c.; 1 pound of coffee, 15c.; ¼ pound of pepper, 3c.; 2 pounds of hominy, 2c., making a total of 90c."

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

HELLO!!! YES,
Certainly we sell
"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...
Canadian Cocoanut Co.
(J. Albert McLean, Prop.)
MONTREAL

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

Ask for Prices
WHEN YOU WANT
SALT
FOR ANY PURPOSE
Glad to Send Samples
VERRET, STEWART & CO., Montreal - Quebec.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**
A Perfect blend of the finest
INDIA and CEYLON TEAS
For which we are sole agents in America.
It will please your customers.

J. F. RAMSAY & CO.
Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

PUREST AND BEST
Windsor Salt

Cheese Factories

that used Windsor Special Cheese Salt last season found that it added to the selling price of their product and gave it better keeping qualities.

Creameries

using Windsor Special Butter Salt found it superior to English or American Salts.

All Orders Filled Promptly.

WINDSOR SALT CO. Ltd.. Windsor, Ont.

DO YOU KEEP THEM?

These goods are well known to consumers and are endorsed by them as being the best in the market.

FOR SALE BY ALL LEADING WHOLESALE GROCERS.

JAMS SOUTHWELL'S JELLIES

The constantly increasing popularity of Southwell's Jams and Jellies is the best possible proof of their high quality—for purity and flavor they are absolutely unequalled.

FRANK MAGOR & CO.

Wholesale Agents for Canada

16 ST. JOHN ST. **Montreal**

CURRENT MARKET QUOTATIONS

Toronto, April 22, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
½ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
10 cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
	1 20
½ lb., 3 doz. cases, round	1 80
No. 1 (14 oz.), 2 doz. cases, round.....	2 00
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER,

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases $0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
Englisb Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING. per gross

¼ No. 4	$4 00
½ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " " "	3 60
No. 3 " " " " "	4 50
No. 5 " " " " "	7 20
No. 10 " " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per doz
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

THE ALPHA CHEMICAL CO.

Shoe Dressing—	Per Gross
French Oil in 3-doz. cases.....$	22 00
Reliable Shoe Dressing.....	9 00

Ecliplic Combination tan	12 00
Moody's Ox Blood....	12 00
" Chocolate....	12 00
Alpha Chemical Co. French Castor Oil...	9 00
Alpha Chemical Co Refined Sweet Oil...	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Put up in ¼ gross cases.

Shoe Blacking—

Reliable French Blacking, No. 5	9 00
" " " No. 2	4 50
United Service Blacking No 4	8 00
United Service Blacking No. 1½	4 25
Patent Leather Polish No. 1½	9 00
Waterproof Dubbin No. 4	9 00
Alpha Metal Polish No 2.....	9 00

Put up in ¼ gross cases.

Patent Stove Polish—

Sunlight Lead Bar.....	4 25
Packed in ½ gross cases	
Sunlight Liquid, ¼ gross cases...	10 80
Moody's Black Lead	4 25
½ gross cases	

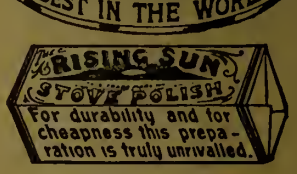
Reliable Stove Pipe Varnish	15 00
¼ gross cases 6-oz. bottles	
Quickshine Pipe Varnish.....	12 00
¼ gross cases, pressed top tins.	

Stove Polish—

	per gross
Quickshine Paste	9 00
Reliable Paste..	6 00
Electric Crown Paste	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5

Starch . .

LAUNDRY STARCH

CULINARY STARCH

RICE STARCH

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bottles	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread.	0 07
Warbler, with Song Restorer	0 05¾
Belgian, with Bird Improver	0 05½
International, with Bird Treat	0 05¼
German X, with Cuttlefish Bone	0 04¾
German, with Cuttlefish Bone	0 04½
London Bird Seed, bulk 25 lb. cases	0 04½
Bird Gravel, 10c. pkts., 24 in case	0 06
Bird Gravel, 5c. pkts., 18 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05

CORN BROOMS

CHAS. BOECKH & SONS. per doz.

	net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS. per doz.

Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 40	1 70
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3s	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 72½	0 75
Lobster, talls	2 30	2 52
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 50
" " Horseshoe	....	1 50
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine Frenchb high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " ¼s	0 10½	0 11
" " " ½s	0 18½	0 19
Sardines, other brands 9¾	0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼'s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kippered Herring, 1-lb.	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6 "	....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. doz 2 doz.... 1 40

ARMOUR PACKINO CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1½ lb.	7 00	7 20
" " 2 lb.	8 50	8 80
" " 2½ lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, ½ lb.	1 60	1 70
" " 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" " 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb.	70	75
Potted Meats, Tongue or Ham ½ lb.	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb.	70	75
Potted Deviled Ham or Tongue, ½ lb.	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	....

Codfish. per doz.

Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 36 5c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

RECKITT'S Blue and Black Lead ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by M. P. CARD, Guelph, Ont.

FRESH **SEEDS** for 1897

Catalogue mailed free on application.

WILLIAM EWING & CO.

Pleased to quote Clover, Timothy, and Farm and Garden Seeds of all varieties. Montreal

---

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET Montreal

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Belleville, Ont.
Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

To Oblige

SMALL GROCERS

SILVER DUST

BAKING POWDER

Is put up in half-cases

If . . .

Your wholesaler is out of it write us. We can put you on the right track to make money selling washing powders.

SILVER DUST MANUFACTURING CO.
Hamilton

COWAN'S

Hygienic and Perfection — **Cocoas** and Cocoa Essence

Queen's Dessert, Royal Navy and Perfection — **Chocolates**

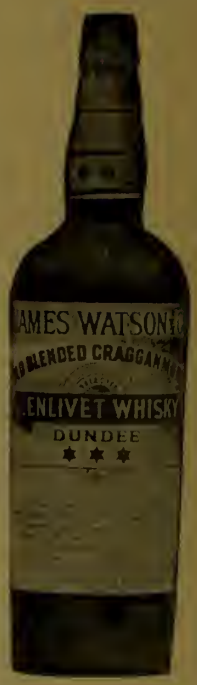
Chocolate, Pink, White, Lemon Color — **Icings** A child can ice a cake in three minutes.

Cowan's Famous Blend Coffee is perfection in strength and flavor.

THE COWAN CO. LTD. - TORONTO

ASK FOR

MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " "	0 25
London Pearl, 12 and 18 " "	0 22
Rock " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs.	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla—		
White " "	0 73	0 83
Unsweetened—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. boxes "	0 19	0 20

FRY'S.
(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ⅛'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	per doz
Concentrated, ¼'s, 1 doz. In box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼'s, 14 lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz	$3 75
Cocoa Essence, ½ lb. tins, per doz	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each. ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ⅓ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.
Terms, 3 p.c., off 30 days.

A BIG CUT . . .

in the price of Cream Soda Biscuits in tins, which will enable you to retail them with a good profit. Our Biscuits in tin boxes will keep fresh and crisp for months. This is an important matter with the grocer.

T. B. & C. Co.'s Cream Sodas are giving universal satisfaction.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb	....	....
Improved Shredded, "	....	....
Beaver " "	....	....
Macaroon "	....	....
Desiccated "	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 13 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 18 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

Mecca	0 34
Damascus	0 30
Cairo	0 25

TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	0 34
Our Own "	0 32
Jersey "	0 30
Laguaya "	0 27
Mocha and Java	0 32 0 35
Old Government Java	0 30 0 32 0 36
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 26
Crushed East India	0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles. all flavors	1 25

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles gross	12 00
Ketchup, Sorew Top "	21 00
S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

FLUID BEEF.

JOHNSTON S, MONTREAL.

Fluid Beef No. 1, 2 oz. tins	$ 3 00
No. 2, 4 oz. tins	5 00
No. 3, 8 oz. tins	8 75
No. 4, 1 lb. tins	14 25
No. 5, 2 lb. tins	27 00
Staminal—2 oz. bottles	3 00
4 oz. "	6 00
8 oz. "	9 00
16 oz. "	12 75
Fluid Beef Cordial—20 oz. bottles	15 00
Milk Granules, in cases, 4 doz	6 00
Milk Granules with Cereals, in cases, 4 doz	5 [illegible]

FRUITS.

FOREIGN.

	per lb.
Currants—Provincials, bbls	0 04⅝ 0 04¾
" ½ bbls	0 04⅝ 0 04¾
" Filiatras, bbls	0 04¾ 0 04⅞
" ½ bbls	0 04¾ 0 04⅞
" Patras, bbls	0 05¼ 0 05½
" ½ bbls	0 05¼ 0 05½
" cases	0 05½
" Vostizzas, cases	0 06 0 08
" Blue Pearls	0 08 0 08½
Dates, Hallowee boxes (new)	0 05¼ 0 06
Figs—Eleme, 10 oz	0 07½ 0 00
" " 10 lb	0 09 0 12
" " 18 lb	0 11 0 13
" " 28 lb	0 13 0 14
" taps	0 03 0 04
" natural, boxes	0 05 0 06
" ditto, bags	0 04½
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux	0 04½ 0 06½
Raisins—Valencia, off stalk	0 05 0 05¼
" Fine, off stalk	0 05¾ 0 06
" Selected	0 06¾ 0 07
" Layers	0 07¼ 0 07½
Sultanas	0 07 0 10
Cal. Loose Muscatels 50 lb. box, 3 & 4 cr.	0 07¼ 0 08¼

Malaga	per box.
" London Layers	1 60 1 80
" Dehesa Clusters	3 50 4 00
" Imp. Russian Clusters	5 00 5 50

DOMESTIC.

Apples, dried, per lb	0 02 0 03½
" evaporated	0 03 0 05

FOOD.

	per brl.
Split Peas	3 25 $3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS. per doz.

Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.		
1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto— 50 to 60 dy basis	2 15
40 dy	2 20
30 dy	2 25
20 16 and 12 dy	2 30
10 dy	2 35
8 and 9 dy	2 40
6 and 7 dy	2 55
5 dy	2 75
4 dy A P	2 75
3 dy A P	3 15
4 dy C P	2 55
3 dy C P	3 75
HORSE NAILS— Canadian, dis. 50 per cent.	
HORSE SHOES— From Toronto, per keg	3 60

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. c. dis.
Round-head iron, 75, 10 and 10 p. c. dis.
Flat-head brass, 77½, 10 and 10 p. c. dis.
Round-head brass, 72½, 10 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	1 35
ROPE—Manilla	0 08 0 08½
Sisal	0 06⅜ 0 06⅞
AXES—Per box	25 9 00
SHOT—Canadian, dis, 17½ per cent.	

HINGES—

Heavy T and strap	0 03¾ 0 04¾
Screw, hook and strap	2 50 3 60

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—

Selected packages, per gal.	0 44

2c. extra outside points.

LINSEED OIL—

Raw, per gal	0 43 0 44
Boiled, "	0 46 0 47

2c. extra outside points.

GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

range Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch— 1 Star Glenlivet, in cases	$8 50	$9 00
3 " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish— Old Irish	7 50	8 00
Banagher	9 50	10 00
" in wood, per gal.	4 25	5 25
Geo. Sayer & Co. Coguac— I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto— Ports	2 10	6 50
Wisdom & Warter— Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old High'and	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch		4 40
Special old Scotch		5

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45

Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.	per gross.	
Pony size	$ 7 50	Beer Mug 16 20
Small Med.	7 50	Tumbler 11 50
Medium	10 80	Cream Jug 21 00
Large	12 00	Sugar Bowl 22 50
Spoon	18 00	Caddy 23 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03¼	0 03¾
Patna		0 04¾
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03¼	0 05
Tapioca	0 03½	0 05½

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¼
Benson's Enamel, per box	3 00
Culinary Starch— W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch— Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb boxes. 1 lb. pkgs., 6-lb. boxes, sliding covers	0 08
	(12-lb. boxes each crate)	0 08¼
PURE—16-lb. boxes		0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	0 07½

There are reasons for it.

FOR WHAT?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

Our sales for the month of March considerably more than doubled the sales of the corresponding month of last year.

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO STARCH } 38-lb. to 45-lb. boxes, 6 bundles 0 06

STARCH IN BARRELS } Silver Gloss..... 0 07½ Pure 0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.. 0 04½
Finest Quality White Laundry—
3 lb. cartoons, cases 36 lbs.... 0 05¼
Bbls., 175 lbs..... 0 04¾
Kegs, 100 lbs..... 0 04¾

Lily White Gloss—

Kegs, extra large crystals, 100 lbs. 0 06¼
1 lb. fancy cartoons, cases 36 lbs. 0 07
6 lb. draw-lid bx. 8 in crate, 48 lb. 0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs 0 07

Brantford Gloss—

1 lb. fancy boxes, cases 36 lbs. 0 07½

Brantford Cold Water Rice Starch—
1 lb. fancy boxes, cases 28 lbs.... 0 09

Canadian Electric Starch—
40 packages in case..... 3 00

Cullnary Starch—Challenge Prep. Corn—
1 lb. pkgs., boxes 40 lbs..... 0 05½
No. 1 Pure Prepared Corn—
1 lb. pkgs., boxes 40 lbs..... 0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, single barrels....	0 04 7-16
Redpath and St. Lawrence, 5-barrels.....	0 04⅜
Acadia, single barrels....	0 04⅜
" 5 "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05¾
" in 50 lb. boxes....	0 05½
Extra Ground, bbls. Icing....	0 05⅝
Powdered, bbls	0 05
Very bright refined	0 03¾
Bright Yellow.....	0 00
Dark Yellow	0 00
Demerara.....	0 03⅞

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. palls.....	....	1 00
" 3 gal. palls.....	1 35	1 40

MOLASSES.

Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot..... 4 20
Box Lot..... 4 10
Freight prepald on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.....	....	0 35
" " 60 ½-lbs.....	....	0 35
" " 30 1-lbs.....		
" " 120 ½-lbs.....	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " oommon....	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

LIPTON'S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms. 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

WASHING POWDER.

"SILVER DUST"

Case.....	72 1-lb. cartoons	5 00
Half case..	36 1-lb. "	2 50
Case.....	24 3-lb. "	4 25
Half case..	12 3-lb. "	2 12
Case.....	100 5-cent packages	3 50
Half case..	50 5-cent packages	1 80

WOODENWARE.

	per doz
Palls, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ½ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger.....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross.....	$ 2 00
" 10 " "	1 10
" 2 Tiger, ...	5 00
" 4 " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

For . . . . .

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

"Bovril Limited"

OF LONDON, ENG.,

Having purchased the business of The Johnston Fluid Beef Co., of Montreal, are now in a position to offer all their products on the Canadian market. . . .

Head Offices in Canada: 27 ST. PETER ST., MONTREAL

Correspondence Solicited

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co

OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW

TORONTO . . . . MONTREAL

THE

Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

on this Continent.

Trade-Mark.

No Chemicals are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto, Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.

THE GENUINE HEAT WILL NOT BREAK IT. TRADE MARK REGD MADE OF PURE LEAD GLASS

EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

GOWANS, KENT & CO., - TORONTO

The Standard of Excellence

Is an enviable record for any product to attain, and as applied to Gelatines is synonymous with

KNOX'S
GELATINE

The Only Pure Gelatine Made.

It received the highest medal at the World's Fair for strength, purity and good flavor. My reputation and my capital stand back of my Gelatine, and I authorize grocers to guarantee satisfaction or money back.

MAKES 2 QUARTS JELLY

Write for Liberal Offer.

Agents

A. E. Richards & Co. - Hamilton
William H. Dunn - - - Montreal
Beattie & Elliot - - - - Quebec
C. & E. MacMichael - - St. John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.

C. B. KNOX,
JOHNSTOWN, N.Y.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

CHARLES F. CLARK, President. EDW. F. [illegible], Treasurer.

ESTABLISHED 1849

THE BRADSTREET
MERCANTILE AGENCY
THE BRADSTREET COMPANY.
Executive Offices,
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the largest and financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, more capital invested in the business and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—McKinnon Building, Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, APRIL 30, 1897. No. 18

COLMAN'S MUSTARD

BEST ON EARTH

PEEK FREAN & Co's

BISCUITS AND CAKES.

Have obtained great Celebrity for their
PURITY & EXCELLENCE

Factory—LONDON. Sample Room—Schepp Building, Hudson and Duane Sts., NEW YORK.

Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Toronto and Montreal
W. S. CLAWSON & CO., St. John, N.B.
SPRATT & MACAULEY, Victoria, B.C.

Manufacturers' Agents.

Or Address

Armour Packing Co., Kansas City, U.S.A.

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . **EIGHT PRIZE MEDALS**

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

McLAREN'S

Is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Canned Goods...

1,000 cases Corn at 50c. doz.
500 " Peas (Early June) 65c. doz.

Handsome labels. New pack. Guaranteed equal to the best packs in Canada.

D.S.F. Mustard (Lion Brand) ¼'s at 75c. a doz.

Equal to the best English.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

Standard Goods THE Best to Handle

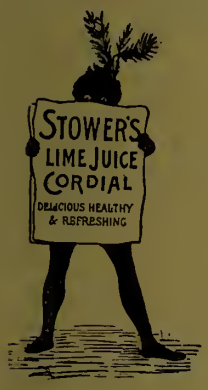
ATTENTION ! ! !

Order Now And Be In Time.

STOWER'S

LIME JUICE CORDIAL. PURE LIME JUICE. CLARIFIED LEMON SQUASH.

The warm weather will soon be here, so order Stower's preparations now so you will have the Best for your customers.



It am de stuff for Quenching de Thirst, for Purifying de Blood and Improving de Complexion.

. . USE . .

Fry's

COCOAS AND CHOCOLATES

AGENTS FOR THE DOMINION

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to **100** per cent. of Pure Cane Sugar

with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

CRESCENT BRAND

BM&Co.

TRADE MARK.

BRUNNER, MOND & CO., Ltd,

NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

Eddy's Matches are the best.

Eddy's Matches are always reliable.

Eddy's Matches are the only kind whose high quality never varies.

Eddy's Matches are unique in being at any season and in any climate ready for business.

Eddy's Matches cannot be replaced by any other kind. If not kept in your stock the customer will get them elsewhere.

The E. B. EDDY CO. Ltd.

HULL, QUE.

38 Front St. West - - TORONTO
318 St. James St. - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

THE

Choicest Pickings

From the best known gardens of Ceylon and India, combining delicious aromatic and stimulating qualities, together with absolute purity. These, and only these, are used in the blending of

Our...
Standard BLACKS

The 400 Select *Morning Luxury*

The Globe

Imperial Congou *Russian Congou*

The immense sale these TEAS enjoy is ample evidence of their superiority.

The first three lines are put up in 1-lb. and ½-lb. German Glazed Parchment Cartoons, foil lined, absolutely air tight, and moist proof. Handsome goods, rapid sellers. No extra charge for the Cartoons.

W. H. GILLARD & CO.

Wholesalers Only - - HAMILTON.

JOHN MOUAT, Northwest Rep., WINNIPEG.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, APRIL 30, 1897 ($2.00 per Year) No. 18

THE NEW TARIFF.

HOW ITS ADVENT IS VIEWED BY THE GROCERY TRADE.

FORTUNATELY for the business of the country it is not very often that a new tariff is a necessity. When there is one it is certain to affect the grocery trade to a greater or less extent. The tariff which made its appearance last week has not, as a rule, made any radical changes in the schedules appertaining to groceries, but still THE CANADIAN GROCER has thought it advisable to secure interviews with as many of the wholesale grocers as possible. Subjoined are these interviews :

Mr. Joseph F. Eby, president of the Eby, Blain Co., Ltd., after consenting to be interviewed, said : "As far as we are concerned, the new tariff suits us very well. The protection to the sugar refineries is still, to my mind, too large. An additional reduction of 10c. would have kept this market in a healthy condition. Up to the present the wholesalers have simply, at inadequate remuneration, been the distributors of sugar."

"Are you satisfied with the tea schedule ?"

"As large importers of tea we are very much pleased that the Government saw fit to leave tea on the free list. Although we would have been materially benefitted, through the enhanced price which would have accrued to the stock we hold, yet ultimately we would have been the losers had a duty been put on tea, for the additional risk would not have been covered by a corresponding increase in profits. Then our package-tea trade, which has increased enormously, would have suffered materially; among other things having necessitated our getting new price labels."

"How about tobacco ?"

"Tobacco being a luxury, the increased duty should be satisfactory to most people. I might say that we were particularly fortunate in having good stocks on hand, so that we shall benefit by the advance."

"About what is likely to be the advance in the price of tobacco to retailers ?"

"The manufacturers say it will make a difference of about 14c. per lb. in "brights" and of 10c. or more in "blacks."

"Unfortunately," interposed Mr. Hugh Blain, the vice-president of the company, "the American Tobacco Co. is an international monopoly. There are no English goods that come into competition with their products. They have got the market to themselves. It is a strong term, but it is true, nevertheless, the American Tobacco Co. is a gigantic monopoly."

"What do you think, Mr. Eby, in regard to the duty on rice ?"

"I think that the half-cent per lb. protection on rice is quite sufficient," concluded Mr. Eby.

Col. John I. Davidson, of the Davidson & Hay, Ltd., in reply to a question said : "As far as our firm is concerned, taken on the whole, the tariff is a very satisfactory one."

"In what respect ?" asked THE GROCER.

"In every respect," he replied, as he swung around in his chair. "I would, however, have liked to have seen the protection on sugar reduced 25c. per 100 pounds instead of 14c. per 100 pounds. The arrangement of the rice tariff is somewhat of a surprise. No one ever expected to see paddy rice put up ¼c. per pound, at least, no one I ever met. What I expected to see was a reduction in the cleaned rice."

"What about teas ?"

"I did not buy teas on the expectation of a duty being put upon them. For my immediate benefit I would like to have seen a duty put upon teas, but for the running of my business I am far better without it. Taking it all round I think the tariff, as far as it relates to the grocery trade, is very satisfactory," concluded the colonel.

Mr. P. C. Larkin, of the Salada Tea Co., said : "I believe as far as our trade is concerned that the effect of the tariff will be favorable by the general improvement in business which will result from the removal of the uncertainty, thus enabling manufacturers and importers to know where they are standing."

"What do you think of the tariff as far as teas are concerned ?"

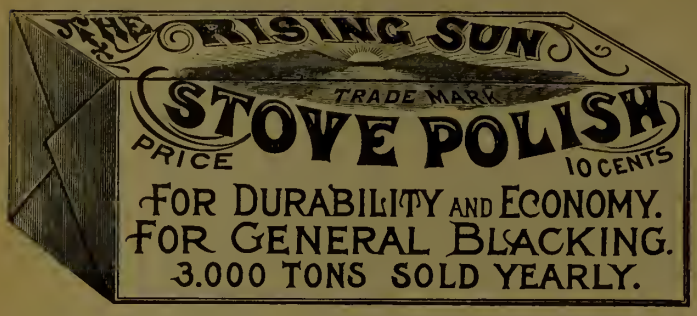
"Personally we are satisfied that there was no duty put upon teas, although we held large stocks. A considerable part of our business is in the United States, we now having branches in Pittsburg, Buffalo and Boston, the branch in the last named place having only recently been started. We consider, therefore, that we would have been put to a great deal of inconvenience had a duty been put upon teas by the Canadian Government, as all goods would have to be prepared for shipment in bond here for shipment to the United States. This would necessitate keeping a Custom house officer nearly all the time on hand, and would greatly hamper business."

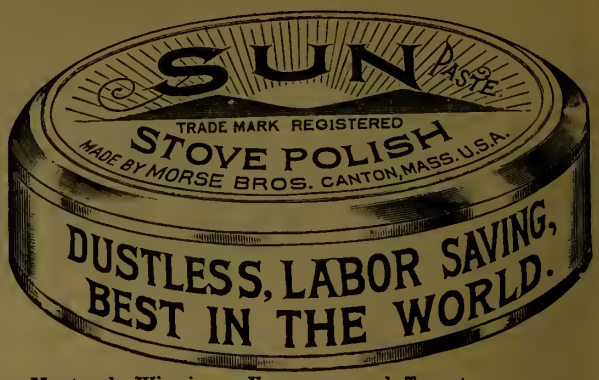
Mr. Wm. Ince, Sr., of the firm of Perkins, Ince & Co., spoke in part as follows : "On the whole I think it should be satisfactory to the country generally, provided the Government can see its way clear to meet all its financial engagements ; but for my part I cannot understand how it is going to make up the deficiency in the revenue except by borrowing, and I do not encourage the principle of incurring one debt in order to pay another. As far as our business is concerned it is difficult at the moment to say what the effect will be. In any case we expect pretty dull times for a little while on account of the accumulated stocks in the leading articles. These accumulated stocks must be pretty heavy both in the wholesale and retail trade."

"What are your views in regard to the duty on rice ?"

"The change in the duty on rice is not

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH





MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers, also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

certainly meeting expectations, for it immediately had the effect of putting prices up ¼c. per lb. And we fear that the result will be that the rice mills will have to shut down. We consider tobacco a legitimate article upon which to raise revenue as long as any increase in the duty does not facilitate smuggling."

When Mr. Ince was questioned in regard to the tariff as far as it related to teas, Mr. Wm. Ince, Jr., who was present, remarked: "If there are any articles in the grocery trade that should be taxed for revenue purposes I think tea and sugar will bear it as well as anything else."

Mr. Wm. Ince, Sr., endorsed this view, and concluded with the remark: "I think it is, on the whole, a most plausibly arranged tariff."

Mr. A. Jardine, of the Pure Gold Manufacturing Co., in reply to a question, remarked: "The advance in the price of spirits affects our flavoring extract business, to what extent I cannot yet say exactly, not having figured it out. But I should judge that it will be to at least the extent of $600 to $1,000 per year. As you know, all flavoring extracts are held in solution in pure alcohol. Therefore the advance in the price of spirits must necessarily affect that of flavoring extracts. As to our being able to advance the price of extracts I do not think it will be possible for us to do so on account of the adulterated article on the market, together with the keeness of competition. The tariff on spices, as you know, is unchanged."

Mr. J. L. Watt, of Watt & Scott, agents for Mediterranean fruits, said: "All I have to say is that I consider it an excellent tariff. We do not know of any article in the lines in which we are interested that has been injuriously affected. On the contrary, on some of the articles it has made the conditions more favorable for importation."

"Would you mind specifying upon what lines the tariff is more favorable?"

"Well, amongst others might be mentioned rice and raw sugar and dried fruits. Then I understand the duty has been withdrawn on packages. This last named change will be appreciated altogether beyond the actual amount of duty involved. The duty on packages was a most vexatious one. One apparent effect of the new tariff," said Mr. Watt, "appears to be the imposition of a duty of 20 per cent. on tartaric and nitric acid, and some other articles of a kindred nature. These are not mentioned in the tariff, and will therefore, it appears, be subject to a duty of 20 per cent., coming under the unenumerated list."

Mr. Geo. Musson, of Musson & Co., importers of teas, coffees, rice, etc., said: "I think, taking it on the whole, it is a fairly satisfactory tariff. Of course there are not a great many changes. They have made a step in the right direction in regard to rice, but they have not gone far enough. Rice is a staple article of consumption, particularly for poor people, and I think the duty should have been reduced in order that this article of food might be furnished to them at a lower price. Sugar, I think, is all right. In regard to teas, I think it was the proper thing for them not to put a duty on this article. I would say the same in regard to coffees."

Mr. H. P. Eckardt, of H. P. Eckardt & Co., remarked: "I think it is a very reasonable tariff. It does not affect grocery trade to any great extent. The change in tobacco is a most important one. By abolishing the duty on packages a lot of trouble will be avoided. This duty has been a source of trouble, and was a picayune policy on the part of the late Government. For while it did not bring in much revenue it caused a great deal of annoyance to importers."

"How about the tariff on tea?"

"I think that a specific duty on teas would have been desirable, a specific duty of say 5c. per lb. Such a duty would have had the tendency to keep out the low-grade trash, which will now undoubtedly be forced upon the Canadian market to a greater extent than ever before by reason of the new inspection law passed by the United States Congress, and which goes into force May 1. This law calls for a comparatively high standard on teas before they will be allowed into the United States, and, unless our Government takes this matter in hand, this country will be the grand dumping ground for all the rubbish masquerading under the name of teas which is refused admission to the United States. I think," concluded Mr. Eckardt, "that a duty on tea will be advisable only as a preventive for keeping out low-grade, trashy teas."

Mr. Watson, of Kerry, Watson & Co., gave the following opinion: "The tariff to us is very disappointing and not at all what we should look for. The Tariff Commissioners evidently ignored every request made by the drug representatives who waited upon them. I think the reduction on liquid patent medicines from 50 to 35 per cent. is uncalled for and useless, in view of the fact that the Government have increased the duty on alcohol, which is a very important item in the manufacture of that class of goods. United States manufacturers of patent medicines can buy alcohol in the United States at $2.10 a gallon; they can easily afford therefore to pay the 35 per cent. duty, instead of using alcohol made in Canada, which costs $4.60. There was a universal request by the drug trade that the distillers should not receive so great a protection as at present exists on alcohol. They at present charge $1.15 per gallon in bond for spirits that can be laid down from the United States at 30c. per Imperial gallon. The import duty is now $3.96 on United States or German alcohols, which, added to the thirty cents, will make the spirit cost $4.26, while the excise duty, being $3.13, added to $1.15 for the price in bond, makes it $4.28. The addition of 40c. per gallon on spirits affects between 200 and 250 products of our business, thus necessitating a change of price in each of them."

Mr. C. P. Hebert, of Hudon, Hebert & Cie., expressed himself as follows: "The

GROCERS...

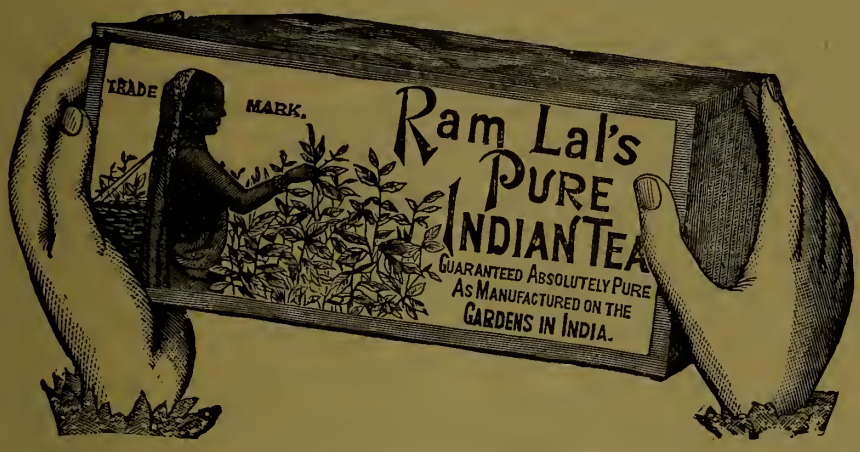
WE ARE
HEADQUARTERS FOR

Roberts' Jellies — Lemon, Strawberry, Orange, Cherry, Raspberry, Pineapple, Calves' Foot, Port, Sherry, Punch, Madeira, Champagne, Cognac, Noyeau.

Pure Gold Jellies — Raspberry, Grape, Lemon, Orange.

Gelatines — Cox, Knox, Plymouth Rock, Lady Charlotte, Crystal, Heinrich's.

LUCAS, STEELE & BRISTOL - - HAMILTON



Why Handle
Imitations of

RAM LAL'S PURE INDIAN TEAS . . .

to make an apparently larger profit on individual sales, and slowly but surely lose trade? Since its introduction no tea has been more roundly abused than it, and still, in spite of the schemes and glowing advertising by competitors, it holds its own, and gains favor, and will never be allowed to get into the hands of pedlars, gift stores and departmental stores.

JAMES TURNER & CO. - - HAMILTON, ONT.

WHOLESALE AGENTS.

There are others!

But compare them with

"REINDEER" BRAND

CONDENSED MILK, CONDENSED COFFEES, EVAPORATED CREAM

These goods are asked for!

Importers and Wholesale Grocers.

Come along and Give us a Trial

We are carrying long lines of all kinds of Tea which were bought when market was low. Our Groceries are all fresh and bought at cash prices.

Yours very truly,

THOS. KINNEAR & CO. 49 FRONT STREET EAST **TORONTO**

sugar industry is not amply protected by the new tariff. I would have much preferred to see the 64 cents protection maintained, and an ad valorem duty of 40 per cent. imposed on refining sugars. The present duty of 50 cents, indiscriminately of polariscope test, is against the poor, who pay the same as the rich, whereas an ad valorem duty would have been much preferable, inasmuch as the grades to make yellows, while costing a good deal less, pay the same duty as those used in making granulated sugars." Mr. Hebert was somewhat disappointed to note an increase on foreign liquors. He is of opinion that the $2.25 duty was quite sufficient; but he was satisfied with the increase of duty on domestic liquors.

Ross, Hall & Co. said the duty on uncleaned rice being ¾ of a cent, and on cleaned 1¼c., the industry was left in freality without protection. They did not, Mr. Ross added, even keep their promises to the consumer.

Mr. A. Baumgarten, of the St. Lawrence Sugar Refining Co., said that the new tariff was very severe upon the refiners, about 14c. reduction per 100 pounds, and he did not know what the result would be. He did not feel ill towards the Ministers, who had, no doubt, done the best they could, and a great deal had been said against the refiners to influence them. No change in price would be made at present. He could not say if the refineries would have to shut down eventually owing to increased competition.

Mr. T. Labatt, of the St. Lawrence Sugar Refining Co., said in reference to the change in the tariff on sugar: "The change is decidedly unfavorable to the refining interests in Canada. How far the industry will be affected remains to be seen."

Hon. George Drummond, of the Redpath Sugar Refining Co., said: "I prefer to say very little at the present time, but I may state that we are dissatisfied. They have taken more than one-fifth off. It is a reduction of 22 per cent. of our nominal protection. I don't know whether we will be able to stand it or not."

Mr. H. N. Kittson, of W. H. Gillard & Co., Hamilton, said the advance on tobacco would prove unpopular, tobacco being the poor man's friend. The duty of ten cents on raw leaf would be equivalent to 13c. a pound on the finished article.

George E. Bristol, of Lucas, Steele & Bristol, said he was not surprised at the increase in the duties on whiskey and tobacco, although it was no sure thing that they were not as high before as these commodities could stand. He had not expected the reimposition of a duty on tea, but looked for another half a cent a pound on sugar. The slight reduction in the tariff on refined sugar would not affect the price to the consumer, as none is imported to speak of; all it would do would be to reduce the figure to which refiners at certain seasons could afford to put up the price.—Herald, Hamilton.

A HANDSOME CALENDAR.

The British American Bank Note Co.'s calendar is one of the handsomest that has been issued for some time. Upon the face of the calendar are shown some excellent specimens of engraving for postage stamps, bank notes, etc., done by this company. The work is exceptionally good, and the calendar is a handsome ornament for a desk.

KEEN'S ADVERTISING CAB.

Montreal people have recently had a chance of judging as to the original ideas of advertising adopted by the large English concerns. An English hansom cab, very tastefully decorated with the British coat of arms and having the magic words "Keen's Mustard" lettered on the lower half in exactly similar type to those on the tins and boxes, has recently been brought out by Frank Magor & Co., Montreal, the agents for the well-known firm of Keen, Robinson & Co., London, England. The cab is further decorated with the various medals awarded to the Messrs. Keen, and the whole outfit, including harness, horse and driver, is quite in keeping with the very high position held by this firm's manufactures throughout the world. Messrs. Magor's city traveller is using the cab when calling upon his customers soliciting orders. After being in Montreal a month or two, it will be taken to Ottawa, Toronto, Hamilton, etc.

HOW COFFEE CAME TO BE USED.

It is somewhat interesting to trace the manner in which the use of the common beverage of coffee arose, without which few persons in any civilized or even half-civilized country in the world make breakfast. At the time Columbus discovered America it was not known. It grew only in Arabia and Upper Ethiopia.

The discovery of its use as a beverage is ascribed to the superior of a monastery in Arabia, who, desirous of preventing the monks from sleeping at their nocturnal services, and having heard from shepherds that their flocks were more lively after browsing on the fruit of that plant, made them drink the infusion of coffee. Its reputation spread through the adjacent countries, and in two hundred years it reached Paris.

A single plant, brought there in 1714, became the parent plant of all the French coffee plantations in the West Indies. The Dutch introduced it into Java and the East Indies. The extent of the consumption now can scarcely be realized.

CUBA SUGAR CROP.

The present sugar crop of Cuba will not this season reach upwards of 200,000 tons. The plantations that are grinding are utilizing burnt cane, and the need of animals to draw the cane from the field to the mill is a serious drawback. The sugar crop for the season of 1893-94 all over the island reached the total of 1,087,000 tons, while that of the season of 1894-95 was only 1,040,000 tons. Last season's crop, or that of 1895-96, fell to 240,000 tons.

Currants

Choice Patras -:- Fine Vostizzas

HALF-CASES, CLEANED OR UNCLEANED.

Also "CHOICE CLEANED CURRANTS"

In 1-lb. and 3-lb. Cartoons.

THE DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS *TORONTO*

TELEPHONES 399 AND 1399.

Doing a Small Business?

We want to hear from more Grocers who only sell a moderate amount of Corn Meal. We want to tell them how they can increase their sales with . . .

"Gold Dust" Corn Meal

How folks will quickly learn to eat more and more of it. It is clean—free from black specks—evenly cut—a rich golden yellow. Truly—this is **ONE** of the cases where appearances are **NOT** deceitful.

From Manufacturer to Retailer—Direct.

The Tillson Company Ltd.
Tilsonburg, Ont.

PURE GOLD JELLY POWDER

Boxes contain 3 doz. assorted.

Orange, Lemon, Grape Fruit, Raspberry, Strawberry, Pineapple.

We've Been Behind in our shipments of Pure Gold Package Jelly. We have not been able to put it up as rapidly as ordered, but we are doing our best and in a few days shall be again shipping promptly.

PURE GOLD MFG. CO.

Toronto.

Have we Your Order?

ASK FOR SAMPLE.

Dealers, Study Your Own Interests.

Our Motto is Goods of Best Quality and Orders Filled Promptly. This is why we are Working Overtime.

THE ALPHA CHEMICAL CO., BERLIN.

THE YOUNG MAN AND HIS HABITS.

IT is very noticeable in reading biography that the coming peculiarities by which a person becomes distinguished show themselves distinctly in the teens. Most men take their shape before they are twenty-one, that is, their habits of mind and sentiment and action are established. The essential elements of character take form in the youthful period. Of course, the thinking is yet crude, opinions are only outlined, feeling is an impulse, purposes are not well defined, principles know little how to assert themselves, but the consciousness of what one wants to be is distinct. All of us whose years have taught us where we are and what we are remember that we are the legitimate outgrowths of what we were at maturity. We have not surprised ourselves if we have others.

There is a familiar case in modern English biography which finely illustrates this point. It is that of Hugh Miller, the stone-cutter and geologist.

He was born in Scotland in 1802. His father died soon after, leaving him to the care of his mother and two uncles. One of his uncles took much pains to interest him in rocks, minerals, shells, ferns, plants, the sea, the tides, clouds, rain, birds, insects and natural objects generally. The other took equal pains to interest him in history, antiquities, the social customs of the different peoples ancient and modern, which he must learn through books. One taught him to observe nature ; the other to study books and through them to learn of men. They each gave a bent to his mind—a habit of observation and study which he never outgrew, and which together made him one of the most marked men of his age. These early habits gave direction to his life.

At the age of seventeen he was apprenticed to a stonemason to learn the trade of stone-cutting. For some fifteen years he pursued that vocation with skill and industry, traveling through many parts of Scotland to work at his hard and dusty hammering, till he found it was injuring his health, and he gave it up.

But while working at his trade he did not give up his early acquired habits of observation and study. He made the rocks he was cutting yield to him their secrets. He compared them with other rocks to observe their differences. He studied their structure and composition. He made collections of many varieties of rocks, and the minerals, and fossils found in connection with them, and classified them. Then he sought to learn their histories, and the parts they played in the structure of the earth, in the soils, and their relations to vegetation. The fossils led him to study their history and their relations to living species of animals. Wherever he went he carried his hammer and chisel. He visited all stone quarries, mines, cliffs, caves, mountains, and everywhere asked the rocks and soils for their stories. And all this while he worked at his trade. But this was not all. His habit of reading was not laid aside. And reading and observing much led him to writing. His study filled his mind with much that he was glad to write about. The rocks became his friends, and learning from them their histories and qualities he wrote of them with great intelligence and enthusiasm.

As a scientific writer, he surpassed all the men of his time in giving a poetic life, a vivid intellectual glow to the commonly dry subjects of science. Some of his scientific books are almost prose poems. And yet he was accurate and faithful in the highest degree.

All young men cannot be Hugh Millers, but they can be as much benefitted by early-formed good habits as was he. The destructive power of bad habits is seen in the wrecks of manhood all about us ; while the man-making power of good habits, is equally seen in the good men and their grand successes that are the ornaments and glory of all the ages. — Looking Forward for Young Men.

FIRE IN H. P. ECKARDT & CO.'S.

Just as we go to press a fire is raging in the warehouse of H. P. Eckardt & Co. Although it is under control, a heavy loss is entailed.

Gaskin's Colonial Cocoa . . . .

This Cocoa is manufactured in British Guiana, from the choicest Cocoa Beans, fresh on the spot where they are grown by an "Improved Process," so that all the natural flavor and aroma is fully retained, which is not to be found in any Cocoa manufactured in England or on the Continent of Europe.

It being highly nutritious, delicious and economical, and a strictly pure Cocoa, it finds favor with all who try it.

Highest Awards British Guiana, London and Chicago.

A. E. Richards & Co. Selling Agents **Hamilton.**

Dried Apples

We are wanting a few cars of No. 1 Stock. Write us for prices and send samples.

EVAPORATED APPLES

We have a few carloads still in stock. The price for these goods is advancing. Place your orders now and get in on the ground floor. . . .

JELLIES AND JAMS

Our sales have been beyond our expectations. Quality and price right. We guarantee satisfaction. Try them.

Finest Quality Pure CIDER VINEGAR

10c. gallon, barrels $1.50 extra. Terms cash. F.O.B. Belleville. . . . . .

R. J. GRAHAM . .

Belleville, Ont.

TWELVE REASONS THAT

ENGLISH ARMY BLACKING

IS THE BEST.

1. It contains no oil but Neatsfoot Oil.
2. It contains more oil than any other blacking.
3. It keeps the leather soft and pliable.
4. It rejects moisture from the foot.
5. It prevents the leather from cracking.
6. It requires very little blacking in using.
7. Little or no labor to get a fine polish.
8. The polish will last longer.
9. The sun does not fade the polish.
10. The polish is the blackest and brightest.
11. It does not rub off on the clothing.
12. It is the largest and handsomest box, and the cheapest and best blacking in the world.

Sold by all Dealers, and

THE F. F. DALLEY CO., LIMITED

HAMILTON, CAN.

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

A Few Specials

3-lb. apples at 45c. doz.
Gallon do. at $1.10 doz. } Shipment from factory

Arguimbau's Cleaned Select Valencias at $1.00 box.

Dried Apricots, Peaches, Egg Plums, Nectarines, at very low prices.

H. P. ECKARDT & CO.

Wholesale Grocers — TORONTO

Highest Quality

"Rose Brand"
Hams—Bacon—Lard.

Experiment with quality if you want to—disappoint your customers if you choose—free country. But—if you want your customers to feel more and more like trading with you do **YOUR** part by backing up your statements about quality **WITH** quality—**HIGHEST** quality.

"Rose Brand" Ham

is "highest quality." "Same thing you advertised before," you say. But it's true, absolutely—every word of it. We can't say it too often. A special cure for boiling—a very mild cure for cutting and frying. Please remember that.

The Geo. Matthews Co. Ltd.
Ottawa and Peterborough

Looking 'round . . .

for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr., St. Catharines, Ont.

THE CANADIAN GROCER

BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO. Limited

Fine Magazine Printers and Trade Newspaper Publishers

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THE TARIFF ON BRITISH GOODS.

NO action on the part of any Canadian Government has probably ever attracted more wide-spread and general attention than the decision of the present Government to give the products of Great Britain a preference under our tariff.

The mere fact that British goods are to be allowed entrance until June 30th, 1898, at one-eighth less than those from any other country, and at one-fourth less after July 1, 1898, is in itself sufficient to attract the attention of other nations, but it is doubly so because of the questions which arise and which must be dealt with as a result thereof.

These questions appertain to the Imperial treaties containing preferential treatment clauses. The nations immediately concerned in these are Belgium and the German Empire, and indirectly a dozen others.

The treaty with Belgium was made in 1862, and Article XV of that instrument provides "that articles the produce and manufacture of Belgium shall not be subject in the British colonies to other or higher duties than those which are or may be imposed upon similar articles of British origin."

The Imperial treaty with the German Zollverein was made in 1865, and clause 7 provides:

The stipulations of the preceding articles I to VI shall also be applied to the colonies and foreign possessions of Her Britannic Majesty. In these colonies and possessions the produce of the states of the Zollverein shall not be subject to any higher or other import duties than the produce of the United Kingdom of Great Britain and Ireland or of any other country of the like kind, nor shall the exportations from those colonies or possessions to the Zollverein be subject to any higher or other duties than the exportations to the United Kingdom of Great Britain and Ireland.

In the face of the two clauses cited it certainly does appear that any advantages which we give to British goods must likewise be accorded to products of Belgium and Germany. But Premier Laurier distinctly stated in the House on Friday that while British goods, under the new tariff, come into the Dominion at the reduced rate, those from Germany and Belgium do not.

These favored-nation-treatment clauses in Imperial treaties have, of late years at any rate, been a source of irritation, not only to Canada, but to most, if not all, of the other self-governing colonies as well.

Five years ago the House of Commons of Canada addressed a memorial to the British Government asking for the abrogation of the favored-nation-treatment clauses of the Imperial treaties. And in 1894 the Colonial Conference, comprising representatives from Great Britain, Canada, New South Wales, Tasmania, Cape of Good Hope, New Zealand, Victoria and Queensland, adopted this resolution:

That this conference is of opinion that any provisions in existing treaties between Great Britain and any foreign power, which prevent the self-governing dependencies of the Empire from entering into agreements of commercial reciprocity with each other, or with Great Britain, should be removed.

It will thus be seen that five and three years respectively have elapsed since the House of Commons and the Colonial Conference took action in the matter, but nothing has been done in the premises by the British Government.

It will be noticed that in the resolution adopted by the Colonial Conference reference is made to reciprocity arrangements between the self-governing colonies. At that time a great deal of doubt existed as to whether these favored-nation-treatment clauses precluded any two of the self-governing colonies from entering into commercial arrangements with each other. But about three weeks after the conference closed Sir E. Gray in the Imperial House of Commons made a statement to this effect in regard to the treaties with Belgium and Germany:

(a) That they do not prevent differential treatment by the United Kingdom in favor of British colonies. (b) That they do not prevent differential treatment by British colonies of each other. (c) That they do prevent differential treatment by British colonies of the United Kingdom.

While this statement removes any doubts as to the right of the colonies to give the products of each other preferential treatment, it also makes the declaration that the colonies cannot give the products of the United Kingdom any preferential rates. This was the finding of the law officers of the Crown, and British statesmen generally have endorsed it.

At the first blush, at any rate, the action of the Dominion Government appears to be contrary both to the reading of the treaties and to the ruling of the law officers of the Crown.

Whether it really is so or not is the knotty problem which is troubling every thinking Canadian.

We cannot conceive that the Government would designedly violate an Imperial obligation. And it is possible it has been guided by one or two things: It may be (1) that the present action has been taken after consultation with the British Government; or (2) upon the view that the preferential clause of the tariff is not a violation of the provisions of the Imperial treaties.

Whatever it may have done in the former respect, the Government evidently intends to consult the Home authorities. Mr. Fielding clearly set this forth during his budget speech. These are his exact words:

We recognize that it is a question that we shall ultimately have to consult with Her Majesty's Government, and I need not say that any view that may be taken by Her Majesty's Government will be considered by the Government of Canada with the respect that is due to any representations that may be made upon any subject, but above all on a question of an international character.

Then as to the other possibility. It must be remembered that no treaty arrangement has been made between Canada and Great Britain. Great Britain is not even mentioned in the reciprocal tariff. British goods are allowed into the Dominion at the minimum tariff simply because the country from which they come complies with the conditions therein laid down. These conditions are not, however, confined to any one country. On the contrary, the provisions of the tariff extend to any and every nation which "admits the products of Canada on terms which, on the whole, are as favorable to the products of Canada as the terms of the reciprocal tariff herein referred to are to the countries to which it may apply."

The move of the Government is a bold one. But most of us like boldness. The people of Great Britain appear to be pleased and The London Times has done the un-

usual thing of cabling its congratulations to the Government. Canadians themselves only hope that the Dominion authorities will be able to maintain their position.

The treaties in question were made before the Dominion had a being, but they have bound us hand and foot nevertheless. The Motherland has recognized that the principle of so binding her self-governing colonies is wrong by of late years giving them the option of either accepting or refusing new treaties. And since 1880 Canada has declined to accede to no less than eleven of these treaties, acceding at the same time to only two.

The Dominion Government has now, however, severed the gordian knot, which the Imperial authorities have, without avail, been importuned to untie. And as the people of both Canada and Great Britain appear to be pleased thereat, it will obviously be a difficult task to splice it again.

WHAT SOME PEOPLE THINK.

I FIND in going around amongst the trade that the grocers who do not try to compete with the departmental stores are complaining the least. In fact, they say they are losing very few customers, and those that do go generally come back. Here is one example :

A lady went to a well-known departmental store in Montreal and left a large order for groceries, with instructions to send them up the following afternoon without fail. The afternoon came, but not the groceries. The next morning she telephoned about them. They wanted to know if she had the bill, but she couldn't find it just then.

She was told that they could not send the goods unless she produced the bill. Four days afterwards the goods were sent up. In the meantime she had to go to her old grocer and get what she needed.

"Serves me right," she said to me. "I had no business going past the door where I have always been well treated."

This lady will now buy from her old grocer only.

I think a grocer makes a mistake when he attempts to compete with the low prices by cutting on other lines. The man who handles reliable goods and asks a fair profit will always make a living. The man who sells at cost or below can never do so. He may as well go out of business at once.

THE FOLLY OF OVER-CHARGING.

IF a merchant does not make a profit out of the goods he sells it is only a question of time before he will be compelled to go out of business. That is just as certain as it is that a river will run dry if its source is cut off.

But there is a wrong way as well as a right way of securing profit. And to follow the wrong way is almost as bad as to make no profit at all.

One of the ways in which some merchants follow in their desire to make profit is by charging one or two cents per pound more for this commodity, or a dollar or two more for that article than the ruling market price warrants.

Aside altogether from the injustice of such a procedure, it is a most foolish one.

Nine out of every ten of the customers thus taken advantage of will discover the fact before a great while ; and then nine times out of ten there will be a parting of customer and merchant.

We have no reference to the fact that one merchant often finds himself being undersold by another who is cutting prices. We merely have reference to the man who makes a practice of persistently charging his customers in excess of the market price for his wares.

That there are those who are doing it is not suppositious. We know it for a fact, and could give names if necessary.

In these days of keen competition it is not the merchant who exacts for his wares more than the ruling market price that obtains success and earns a competency. It is the merchant who is energetic, up-to-date, rich in ideas, and who turns his stock over frequently.

Verily, he that overchargeth his customers is like unto the man who goeth into his cellar and pulleth the plug out of the tap-hole of his wine cask, for when he overchargeth a customer he certainly releases the plug of confidence that is so essential to the keeping of trade.

THE COMING FRUIT SALES.

The first fruit sales of the season are expected to open in Montreal next week. Four vessels are en route for that port. They are the Fremona, Sir Walter Raleigh, Victoria and Escalona. Two of these vessels are expected next week and the others will follow at intervals of a week or ten days. It is estimated that altogether the four boats will bring between 130,000 and 135,000 packages of oranges and lemons.

THE STRENGTH OF CURRANTS.

WHILE no cables have been received in Toronto from the primary markets in regard to currants for some time, yet evidences of the strength of the market in this commodity are not wanting.

In New York there has been another advance of half a cent per pound.

In London, England, too, the market is developing fresh strength, for not only are dealers there realizing more fully than ever before the certainty of a shortage in supplies, but it is also expected that the stocks there will ultimately be drawn upon to supply the requirements of the principal out-port markets.

A private letter, received in Toronto this week from London, states that the price of currants is likely to advance another 2 or 3s. per cwt. before the new crop comes upon the market.

Some parcels of currants changed hands on "the street" during the past week at enhanced prices, and it is the general opinion that Canada will also experience a shortage before the season closes, as present stocks are unquestionably low.

Stocks in Greece a couple of weeks ago were reduced to about 3,500 tons, and mostly all of that was of inferior quality and suitable only for the European continent for wine making, which practically means there are no currants in Greece suitable for the Canadian market. The London letter already referred to expressed the opinion that Canada's only source of supply for currants of good quality to carry its merchants over till next season was that city.

The price of currants, it may be noted, is about 6 to 7s. per cwt. dearer than a year ago at this time.

ADVANCE IN RICE.

The rice manufacturers have advanced their price ¼c. per lb. at the mill, but the change has not resulted in any general alteration in jobbing prices.

The only advance in these has been a somewhat higher outside figure on the Standard "B" grade, which is now quoted at a range of $3.50 to 3.75.

SUGAR HOLDS STEADY.

BUYERS who expected that the sugar refiners would reduce the price of refined sugar immediately in consequence of the reduction in the duty have been disappointed. On the contrary the manufacturers are firm and have expressed their belief that values will continue as they are for some time.

Considering the price of the raw material they certainly do not have much of a margin to permit of any substantial reduction just now.

These circumstances must be welcome to the many traders who loaded up pretty heavily with sugar during the past three weeks or so. It will give them an opportunity to reduce their holdings and arrange matters in preparation for any disturbance to the market that may result from the recent fiscal changes.

Under the old tariff the refiners had a protection of 64c. per 100 lbs., now the protection is 50c. per 100 lbs.

There have been offers of German sugar at 3¾ to 3⅞c. nett cash laid down Montreal. As far as can be learned no sales have been made. It is said the quality was not anything as good as our own sugar.

THAT SPECULATION IN TEA.

IF there are any persons more dissatisfied with the new tariff than the extreme protectionists, it is the people who have been speculating heavily in tea during the past month or two.

It is well known in the trade that operators in Canada loaded up heavily with the staple, chiefly low-grade Japans and blacks, in the belief that the Government would impose a duty of 5c. per pound on tea, to offset losses in revenue elsewhere.

One Montreal man in fact is generally reputed to have gone in to a figure that is away up in the thousands of dollars. Mr. Fielding has knocked his calculations entirely out of joint, and now the outlook for him is not by any means promising.

It will not be many months before receipts of new crop teas will be arriving in full volume.

Now it is well known that the latter always get the preference over old crop, and as the regular jobbing trade also bought pretty freely lately in addition to the speculators, the chances for the latter to effect a turnover in the interval between now and the arrival of new crop are the reverse of encouraging.

BUSINESS POINTERS.

A shipment of Hubbard's rusks has just arrived for Robert Greig & Co.

H. P. Eckardt & Co. offer 3-lb. tins blue plums, packed in heavy syrup, at $1.40 per doz.

Robert Greig & Co.'s "Crown" extracts are selling well. The shipments for this month alone exceed any preceding three months.

H. P. Eckardt & Co. are in receipt of another car of Heinz pickles, baked beans, etc. This is the ninth car handled by this firm in seven months.

"Tryphosa" jelly powder is having an extensive sale. Robert Greig & Co. are daily in receipt of repeat orders from all parts of the country.

The "Salada" Tea Co. report that although they have greatly increased their staff within the last few weeks, they were compelled to work three nights last week until eleven o'clock and on Saturday they had been unable to get off all orders.

WILLIAMS BROS. & CHARBONNEAU'S

East India Pickles
Spiced Mix Pickles
Sweet Mix Pickles
Spiced Gherkins

Chow-Chow
Pearl Onions
Sweet Gherkins
Mrs. Jones' Catsup

IMPERIAL PINTS AND HALF-PINTS

Every up-to-date grocer should have them. Good sellers. Good profits.

A. E. RICHARDS & CO. SELLING AGENTS HAMILTON, ONT.

. . A CRASH IN . .

NEW ORLEANS MOLASSES

We have 67 Barrels Choice New Orleans Molasses to quote at a startling price. . . .

. . ASK FOR IT . .

L. CHAPUT, FILS & CIE. - MONTREAL

No Better Evidence

is required of the merit of our

CROWN FLAVORING EXTRACTS

than the fact that our shipments during the first three weeks of April, just past, considerably exceed the combined sales of the first four months of 1896.

We guarantee any flavors bearing this brand to be absolutely pure and of greatest strength.

If you have not tried this line yet send us a small sample order, and if all we claim is not borne out by the goods you can have your money back for the asking.

ROBERT GREIG & CO.

456 St. Paul Street - MONTREAL.

Lorimer's Worcestershire Sauce . .

The Best Value in Sauce

ever offered in Canada.

♦♦♦♦

Robert Greig & Co.

Sole Canadian Agents, **MONTREAL.**

Now is the Time

to place your orders for Spring Shipments in

PICKLES, PRESERVED FISH, FRESH HERRINGS, FISH PASTES POTTED MEATS, SAUCES, JAMS, MARMALADE, Etc.

Maconochie Bros., London, are famous the world over for excellence in these goods.

ROBERT GREIG & CO., Montreal, Import Agents for Ontario and Quebec.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, April 29, 1897.

GROCERIES.

PROBABLY the most striking feature in connection with the wholesale grocery trade during the past week has been the demand for teas. In consequence of the non-fulfilment of the expected duty on tea, the natural expectation was that a pretty dull market would be the after-effect. Whatever may develop in the future, the expectation has not been realized, for within the last few days some nice parcels of tea have changed hands, both in London and spot teas. Another feature is an advance of ¼c. per pound in the price of rice. Trade generally is on the quiet side. In sugars there is scarcely anything doing, although prices appear to be firm. Canned goods are receiving fair attention, and while some low prices are offering on tomatoes it is held that they are of inferior quality. Currants continue strong, with the demand firm. In other lines trade remains much the same as a week ago.

CANNED GOODS.

Although there has been no material change in the situation since a week ago, the demand, if anything, has improved for tomatoes, peas and corn. Some houses are selling tomatoes at less than packers' quotations, but they are claimed to be off brands. Packers' ideas as to price are 75c. We quote standard brands as follows: Tomatoes, 75c.; corn, 55 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

There is not a great deal doing. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There are not many syrups offering, and there are not many wanted. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There is not much of interest to note in molasses. The markets are steady, with the demand light. A New York advice states that there are not many more molasses of good quality to be obtained in New Orleans. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The local sugar market is dull. As the representative of one of the refineries put it: "A good many retailers bought with the hope of an increased duty being put on sugar, and they have been smothered." There has been no change in prices, and the refiners are still firm in their views. The outside markets rule steady. Some cargoes of raw sugar which have arrived in New York have been put into store rather than accept ruling prices. Since last, beet for next month's delivery has advanced slightly in London. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; Demerara crystals, 3⅞c.

SPICES.

No features worthy of note have developed during the week. We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb cans; ditto, whole, 10c. per lb.; pure white pep-

Washboards

OUR LEADING LINES ARE

BANNER GLOBE
S.B. GLOBE
GENUINE GLOBE
AND
SPECIAL STAR

We will be pleased to make a sample shipment . . .

WALTER WOODS & CO.
HAMILTON

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to
Meadow Sweet Cheese Co.
P.O. Box 2321, Montreal
For Price List.

An Invitation . .

We invite any grocer having any . . . .

"SALADA"
CEYLON TEA

in stock that is not giving him **better satisfaction** than any tea he has ever handled to ship it back to us and we will remit him the full amount paid for it.

SALADA TEA CO.

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
15 Niagara Street - - - BUFFALO
347 and 349 Fifth Ave. - - PITTSBURG

DON'T OVERLOOK

the fact that your customers want

"SURPRISE SOAP."

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

If you are a first-class grocer you keep first-class Soap; that is **Surprise Soap**

per, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

There is little to note. Grenoble walnuts are reported to be a little easier on account of expected large supply. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

A little more interest is to be noted in rice, prices being ⅛ to ⅜c. higher for "B" grade, while such imported rices as Patna, Japan and Seeta have advanced about ½c. per lb. in the primary markets. We quote: Rice, Standard "B," 3⅝ to 3⅞c.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

Teas are rather more active this week than was to be expected they would be. There is not, however, what might be termed a big demand. There has been an enquiry particularly for flavory Ceylon teas, and some good purchases have been made in these teas both from London and Colombo. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

The currant market continues to gather strength. Stocks of good fruit, suitable for this market, are practically exhausted in Greece, and figures both at home and abroad are higher. New York has advanced ½c. per lb. within the last few days. We mark our quotations up about ⅛ to ¼c. per lb: Provincials, 4¾ to 4⅞c. in bbls.; ditto, half-bbls., 4¾ to 5c.; fine Filiatras, in bbls., 4⅞ to 5c.; do., half-bbls., 4⅞ to 5c.; Patras, 5½ to 5¾c. in bbls., 5½ to 5¾c. in half-bbls., and 5½ to 5¾c. in cases; Vostizzas, cases, 6½ to 8c.

Valencia raisins are still only in light demand. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¼ to 7c.; layers, 7 to 7½c.

Loose muscatel California raisins are still without change, but in New York the demand has begun to improve. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

In figs a light demand is being experienced for Malagas in mats, but other kinds are neglected. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 7c. in boxes.

Dates are in fair demand for the season. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

Prunes are in good demand, all kinds going out. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

California evaporated fruits are in much the same condition as before. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

YOU CANNOT . .

Expect your trade to increase without selling the best goods. Try

GOLDEN HADDIES

The great **TRADE BRINGER** of the canned goods line. . . . . .

DELICIOUS DELICATE DELIGHTFUL

Full pound cans net. Every one guaranteed.

NORTHRUP & CO.

Packers' Agents, ST. JOHN, N.B.

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN.

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO.

79 and 81 JARVIS ST. . . TORONTO.

E. NICHOLSON

124 Princess Street, **Winnipeg, Man.**

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Correspondence solicited from Manufacturers and Importers.

Jobbing Trade only supplied.

References: R. G. Dunn & Co., Bank of Ottawa. All Wholesale Grocery Houses in Winnipeg.

DO YOU HANDLE

BANANAS?

We have them.

ALSO...

"Date Palm" NAVEL ORANGES
VALENCIA ORANGES
MESSINA LEMONS

CLEMES BROS., - Toronto

51 Front Street East.

GREEN FRUIT.

The feature of the green fruit trade is the higher prices which exist for oranges, quotations being about 75c. above last week's figures. California navel oranges are now out of the market, while Messinas have come in. Valencia oranges are cabled higher from Liverpool, and further advances are anticipated. The local demand is good. Lemons are cheap, and the consumptive demand brisk. Prices are unchanged. The fruit sales will open in Montreal next week. Bananas are active, with the supply good. Pineapples are a little more plentiful and prices are inclined to be easier in consequence. The pineapples coming forward this week are showing better quality. We quote: Oranges—Valencias, ordinary, 420's, $4.50 to $5.50 per case; large 420's, $6.25 to $6.75; Messinas, $3 to $3.50; Mediterranean Sweets, $3.25. Lemons—Messinas and Palermos, $2 to $3 per box; cocoanuts, $3.75 a sack and 60c. per doz. Onions, $3 to $3.25 per bag for Egyptians. Cranberries, Jerseys, $5 per bbl. Bananas, $1.50 to $2. Pineapples, 12½ to 25c. each. Strawberries, 30 to 35c. per quart. Cucumbers, $1.50 to $1.75 per dozen.

APPLES.

A little better demand locally is to be noted, and prices are higher. Exports to Great Britain are gradually getting smaller. Shipments from all ports last week were 8,000 barrels. We quote: Baldwins, $1.50 to $1.75 per bbl.; Spies, $2 to $2.50.

BUTTER AND CHEESE.

BUTTER—The market is fully 1c. per lb. lower than a week ago. The cause of this is the increase in the receipts. There are more pound prints of dairy butter than usual coming forward. The demand for butter is fairly good, but stocks are beginning to accumulate a little. Creamery, like dairy butter, is also 1c. lower. We quote: Dairy butter—Tubs, 11 to 13c. for good to choice; low-grade to medium, 7 to 10c.; large rolls, 12 to 13c. for good to choice, and 7 to 10c. for low-grade to medium; pound prints, 14 to 15c. for good to choice. Creamery—Tubs, 17 to 18c.; 1-lb. blocks, 18 to 19c., according to make.

CHEESE—Prices continue fairly firm for September and October makes, but new cheese, on account of freer deliveries, is a little easier. Fodder cheese is quoted by wholesalers at 10 to 10½c., and September and October makes at 11 to 11½c.

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .

OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY.

Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . .

140 Princess St. Market Square WINNIPEG

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

The demand is fairly steady for all good Roll Butter. Selling at 12 to 14c. for large Rolls and Pounds . . .

EGGS STEADY AT 9 TO 9½c.

Correspondence invited
Consignments solicited

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

JAPAN JAVA

MOUNT ROYAL

RICE

MILLS BRAND

PATNA BURMAH

D. W. Ross Co., Agents.

G.F.& J.GALT PACKERS OF THE CELEBRATED BLUE RIBBON TEAS

42 SCOTT St. TORONTO.

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

COUNTRY PRODUCE.

BEANS—Dull. Jobbers, as a rule, quote mixed at 40 to 50c. and hand-picked at 65 to 75c.

DRIED APPLES—Dull and unchanged. Choice are quoted by wholesalers at 2 to 2½c., and fancy at 2½ to 3c.

EVAPORATED APPLES—Still dull. Wholesale quotations are : Quarters, 2¾c.; sliced, 3c.; best brands, 4 to 5c.

HONEY—Quiet. We quote : Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light ; strained, 6 to 7c. per lb.

EGGS—The market is a little easier, prices ranging from 8½ to 9c. The latter is, however, the ruling figure. The demand is fair.

POULTRY—Quiet, with supplies light. We quote : Chickens, 40 to 60c. per pair ; turkeys, 11 to 12c. for bright stock ; geese, 7 to 9c. ; ducks, 60 to 80c.

MAPLE PRODUCTS—The market is oversupplied to such an extent with syrup that dealers are willing to take almost any price. Some are quoting as high as 80c. per gallon for pure syrup, while others, and the majority of them, are willing to accept 60 to 65c. per gallon for what they also declare to be the pure article. There is a great deal of adulterated syrup on the market, especially in small tins. Sugar is quoted at from 7 to 8c. per lb.

POTATOES—Still dull, with sales on track at 18c. per bag, and out of store 25 to 30c. is the idea.

FISH AND OYSTERS.

There are a few fresh trout coming in, and the demand is good. The stormy weather has interfered a great deal with the catch of fresh fish. We quote as follows : Manitoba white fish, frozen, 5½ to 6c. ; ditto in kegs, $4.50 ; frozen trout, 5c. ; ditto in kegs, $4.50 ; pickerel, 6c. per lb. ; haddies, 6c. per lb. ; Labrador herring, $4.50 to $5 per bbl. and $2.75 per half-bbl. ; split herring, $4.50 per bbl. and $2.50 per half-bbl. ; boneless fish, 3½ to 4c. per lb. ; pure cod, 6½ to 6¾c. per lb. ; ciscoes, $1.25 per 100 ; haddock, 4½c. per lb. ; steak cod, 6c. per lb. ; frozen herring, 4c. ; sea herring, $1 per 100 ; fresh water herring (heads off), $2.50 per keg ; smelts, 6 to 9c. Oysters are quoted at $1.30 for standards, and $1.60 for selects.

SALT.

Trade is a great deal better than it was a week ago. We quote at Toronto : In carload lots, $1 per bbl. and 60c. per sack ; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote : F.O.B. barrels, 70c. ; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PROVISIONS AND DRESSED HOGS.

Since the tariff was brought down prices are firmer, although figures are much as before, except for barrel pork. Stocks of cured meats are light and demand good. There are a few dressed hogs coming forward, but they are being principally taken by butchers at from $6.50 for light weights and $5.75 to $6 for heavy weights.

DRY SALTED MEATS—Long clear bacon, 7c. for carload lots, and 7¼ to 7½c. per lb. for ton lots and cases ; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c. ; rolls, 7½ to 8c. ; hams, large, 10½ to 11c. ; medium and small, 11½ to 12c. ; shoulder hams, 7c. ; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6¼c. ; tubs, 6½c. ; pails, 6¾c.

BARREL PORK—Canadian heavy mess, $12.50 to $13 ; Canadian short-cut, $13.50 to $14 ; clear shoulder mess, $11 to $11.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are not large, and prices are a couple of cents higher than a week ago. We quote : Wheat, 77 to 78c. for white and 75 to 76c. for red, and 64 to 65c. for goose ; oats, 26 to 27c. ; peas, 41 to 42c.

FLOUR—The improvement in the demand noted a week ago has been maintained and prices are unchanged. We quote in carloads on track, Toronto : Manitoba patents, $4.80 ; Manitoba strong bakers', $4.45 ; Ontario patents, $4.40 to $4.60 ; straight roller, $3.95 to $4, Toronto freights.

BREAKFAST FOODS—Prices are 20 to 30c. per barrel higher on oatmeal and rolled wheat on account of the advance in the raw material. The demand is still light. We quote : Standard oatmeal and rolled oats, $3 in bags and $3.10 in bbls. ; rolled wheat, $2.70 in 100-lb. bbls. ; cornmeal, $2.25 to $2.35 ; split peas, $3 to $3.25 ; pot barley, $3 to $3.25.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged with cured quoted at 8 to 8¼c. Dealers pay 7½c. for No. 1, 6½c. for No. 2, and 5½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c. for No. 2. Sheep and lambskins, $1.10 to $1.25.

WOOL— The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled supers are 20 to 21c., and extras at 22 to 23c.

PETROLEUM.

American water white is a little lower, but otherwise the market is as before. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 15c. ; carbon, safety, 17c. ; Canadian water white, 17c. ; American water white, 19c. ; Pratt's astral, 18½c. in bulk.

MARKET NOTES.

Rice is ¼ to ⅜c. per lb. dearer.

Butter is 1c. per lb. lower on account of liberal supplies.

American water white oil is quoted ½c. per gallon lower.

The Eby, Blain Co. Ltd. wants to buy dried and evaporated apples.

Future tomatoes are being offered by Baltimore brokers at 45c. for full 2-lb. and

WE ARE *PAYING CASH* **FOR** **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. Toronto

YOUR CUSTOMERS WILL WANT

This is

HOUSE-CLEANING

Time

Pearline
Sapolio
Scrubbing Brushes
Brooms
Silico
Liquid Ammonia

WE HAVE THEM ALL AT LOWEST PRICES.

The EBY, BLAIN COMPANY Ltd.

Wholesale Importing and Mfg Grocers

TORONTO - CANADA

Having purchased a large quantity of . . .

-- TEAS --

from Estate THOS. DOHERTY & CO.

We offer at exceedingly low prices

JAPAN TEAS GUNPOWDER TEAS

Best value of - - -

CEYLONS, CONGOUS and BLEND TEAS

ALWAYS IN STOCK. Write for samples and prices, it will pay you.

Full line of TEAS, every description and price.

LAPORTE, MARTIN & CIE., MONTREAL

57½c. for full 3-lb. standards, cash, less 1½ per cent. delivered Baltimore during August and September next.

Stocks of currants in bond in Liverpool on April 1st. were estimated at 3,788 tons, compared with 6,664 tons at the corresponding date last year.

It is reported that sales of new pack lobster in tall tins have been made on the spot at $2.40, which, it is claimed, has cleaned up everything obtainable here at that price.—N. Y. Journal of Commerce.

Arrivals of Sultana raisins at Liverpool from the beginning of the season to April 1st amounted to 593,088 packages, a decrease of 26,200 packages, compared with the imports for the corresponding period a year ago.

It is reported that speculators have come into the market for evaporated apples, and have closely cleaned up the stock. Prices have advanced ⅛ to ¼c. per lb., according to reports gathered from sellers this afternoon.—N. Y. Journal of Commerce.

OUEBEC MARKETS.

MONTREAL, April 29, 1897.

GROCERIES.

THE grocery market has ruled quiet since the tariff was brought down, the feverish speculative activity in teas, sugar, wines and spirits, and tobacco having ceased. Buyers who purchased heavily of the two latter lines have made a lucky hit of it, but the same cannot be said of those who have been unlucky enough to load up with a large quantity of tea in the expectation of the imposition of a duty. The purchases were very extensive in this connection, and with the time for the arrival of new crop teas coming nearer the chances of a profitable turnover are materially reduced. The only change so far in price as a result of the new tariff is an advance of ¼c. in rice at the mills, but the fact has not affected the spot jobbing range. Sugar, tea and other staples continue as they were before.

SUGAR.

The market rules firm despite the reduction in the duty, as refiners exhibit no tendency to lower their rates. On the contrary, they were firm this week at former quotations. This decision of the refiners to hold prices steady is a great relief to those traders who loaded up with sugar during the past week or so. It will give them a chance to work off some of their stock before any decline—if a drop is bound to come—is established. The demand, however, is dull at the moment, and granulated is quoted in a jobbing way at 4⅜c., and yellows at 3⅜ to 3½c. In New York raw sugar remains steady, fair refining being quoted at 2 13-16 and centrifugal 96 test, 3¼c. The refined market there is also steady under increasing orders from interior points.

SYRUPS.

The syrup market is featureless and unchanged. A few small lots have been moved at 1⅜ to 1⅞c. per pound at the factory.

MOLASSES.

The molasses market has not exhibited as much activity in a wholesale way as it did last week. Some fair-sized lots of Barbadoes have been put through, however, for import since last report on the basis of 8c. first cost, and round lots of old Barbadoes are offered at 25 to 26c., as to grade. As a result of this the jobbing range on old stock is not quite as high as it was, and 28c. is about as high as a buyer can be induced to go this week. As a matter of fact, though, prices are purely nominal, for there is little or no jobbing business doing.

RICE.

The feature in the rice market is the higher cost at the mills, manufacturers having advanced their prices ¼c. this week. The fact has as yet had no influence on the jobbing price in this province. We quote: Crystal Japan, $5 to $5.25; standard B., $3.50 to $3.75; Patna, $4.50 to $5.25; Carolina, $6.75 to $7.75; choice Bermuda, $4, and Java kinds, $4.25.

SPICES.

There has been no change in spices, both Singapore and black pepper being offered, cost and freight, Montreal, at the same figures as those noted last week. Jobbing demand continues quiet. We quote as follows: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 35 to 75c.

COFFEE.

The market has not picked up any in point of activity since the tariff was brought down. Business is dull this week and prices unchanged. We quote: Maracaibo, 15 to 20c.; Santos, 12 to 18c.; Rio, 12½ to 16c.; Mocha, 24 to 26c., and Java, 22 to 27c.

TEAS.

The snap has been taken out of the tea market since the tariff was brought down. As THE GROCER has pointed out from time to time, there was extensive speculation in tea on the expectation of the imposition of a duty. The speculators have calculated without their host and are now left with large holdings of old tea at a period when the arrival of new crop teas is rapidly approaching. Although there is no quotable change, the market exhibits a somewhat heavy feeling. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

There is only a small jobbing trade in canned goods and prices generally are unchanged. We quote: Tomatoes, 75 to 85c.; corn, 60 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $1.50 to $1.80 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins;

SITUATIONS VACANT.

WANTED AT ONCE, EXPERIENCED GROCER. Must thoroughly understand his business, be a good stockkeeper and salesman. One with some knowledge of hardware preferred. Salary not to exceed $700 per annum. Apply with recommendations. W. R. MEGAW. Vernon, B.C. (18)

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by M. P. CARD, Guelph, Ont.

MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . .

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118 Commercial St.,

Boston.

D. H. RENNOLDSON,

Agent in Montreal.

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

The World's Best must be good, safe and profitable enough for every Grocer to handle.
COTTAMS BIRD SEED occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

DAWSON & CO.
FRUIT, PRODUCE AND COMMISSION MERCHANTS,
32 WEST MARKET STREET
TORONTO.

GEORGE McWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL . . **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

FOR
LUNCHES . .
Cooked Ham,
Cooked Tongue,
Corned Beef,
Brawn,
Soused Tongue, in Jars,
Soused Feet, in Jars,
Frankfurts,
Bologna.
CREAM CHEESE F. W. FEARMAN Hamilton
No stock complete without them.

cohoes, $1.05 to $1.15; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $8.50 to $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

DRIED FRUIT.

There has been little doing in Valencia raisins of any account. Prices are steady: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins are inactive and rather easier in tone. Prices range from 6c. for 2-crown up to 8c. for 4-crown, according to quality.

Currants are unchanged at 4 to 4¾c. for Provincials, which are about the only kind offering on the market.

California prunes are about the only stock in which any movement takes place, and values on them range from 6½ to 9c. Austrian and French are largely nominal, although a small quantity is still held here.

Figs are motionless at 8 to 12c., and dates at 5 to 6c.

NUTS.

There is no change in nuts under a small hand-to-mouth movement, except in Grenoble walnuts, which are rather easier as follows: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, $3.50 to $3.75 per 100.

GREEN FRUIT.

Trade in green fruit has been of a quiet, normal character for the season. Lemons are in fair enquiry and steady, and the same can be said of Messina oranges, which have replaced California fruit. Receipts of pineapples are larger and prices have been shaded, as a result, 4 to 10c. We quote: Messina oranges, $3.50 to $4 per box; lemons, $2 to $3 per box; cranberries, $1 to $6 per bbl.; Malaga grapes, $7.50 to $8; bananas, 75c. to $2 per bunch; pineapples, 10 to 20c. each; asparagus, $4.50 to $5 per dozen; California celery, $1.25 per dozen; southern spinach, $2.50 to $3.

APPLES.

The apple market shows no change since last report. We quote: $1 to $2 per bbl.

DRIED APPLES.

Dried and evaporated apples are dull and purely nominal at 3c. for the former and 3¾c. for the latter.

COUNTRY PRODUCE.

EGGS—An easier feeling was manifested

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

KEEP ONLY THE BEST
For your customers.
It pays in the long run.
BROCK'S BIRD SEED

Is admittedly the cleanest and best on the market.
ALL WHOLESALERS . .
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

CHOICE
MAPLE SYRUP
Barrels, five and one gallon tins.
The WM. RYAN CO. Ltd.
70 and 72 Front St. East - Toronto

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
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PICNIC HAMS
Are the best value in the market today, and "MAPLE LEAF" Brand is the best in quality, cut and cure.
Write for prices.
D. GUNN, BROS. & CO.
Pork Packers
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FRESH ARRIVALS
FANCY { CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.
HUGH WALKER & SON
GUELPH, ONT.

this week in eggs under increased receipts, and prices are fractionally lower at 9 to 9¼c., with the outside price an extreme figure to-day.

MAPLE PRODUCTS — The demand for maple products was slow, and the market is quiet and about steady. Syrup sold at 4½ to 5c. per lb. in wood ; 50c. per small tin, and 55 to 60c. for large ones. Sugar brought 6½ to 7c. per lb.

BEANS — Business in beans was exceedingly quiet, and prices were nominally unchanged at 55 to 60c. in car lots, and at 65 to 70c. in a jobbing way.

POTATOES—Quiet and unchanged at 32½ to 37½c. in car lots on track.

ONIONS —Canadian red onions are firmly held at $2.50 per bbl.

HOPS—Unchanged at 12 to 12½c. for choice 1896, and at 5 to 6c. for yearlings.

ASHES—Dull. Firsts pots, $3.30 to $3.35 ; seconds, $3 to $3.05, and pearls $4.50.

HONEY — No change, with demand moderate at 8 to 9c. for comb, and extracted 6 to 8c.

TALLOW—Quiet and steady at 1¾ to 2c. per lb.

PROVISIONS.

The provision market was without any change. The demand for all lines at present is limited, and the market is quiet. We quote : Canadian pork, $12 to $13 per bbl.; pure Canadian lard, in pails, 6 to 6½c., and compound refined at 4½ to 5c. per lb.; hams, 10 to 12½c., and bacon, 10½ to 11½c. per lb.

FLOUR, MEAL AND FEED.

There has been some enquiry from abroad this week for Manitoba flour, and one local milling concern put through 2,000 sacks Monday on London account. There was also a good demand from local and country buyers for both Ontario and Manitoba grades, and the market, on the whole, is fairly active and steadier. Sales of some fair-sized lots of straight roller were made at $4 to $4.10 per barrel, and at $2 to $2.10 per bag. We quote as follows : Winter wheat patents, $4.25 to $4.40 ; straight rollers, $4 to $4.10, and in bags, $2 to $2.10 ; Manitoba strong bakers', choice, $4.25 to $4.40 ; outside brands, $4 to $4.10, and spring wheat patents, $4.40 to $4.60.

The demand for feed is fair, but prices are 50c. to $1 lower than they were a week ago. Manitoba bran sold at $11.50 to $12 per ton and shorts at $13, including bags. Ontario white wheat bran sold at $12 per ton, but some low grades are offering at $11.25 per ton in bulk.

In meal a few small sales were reported at $2.70 to $2.80 per barrel, and at $1.35 to $1.40 per bag for rolled oats.

BALED HAY.

The baled hay market has maintained the advance noted in last week's report, and demand since then has been brisk. Car lots of No. 1 sell at $10 to $10.50 and No. 2 $8.50 on track here.

CHEESE AND BUTTER.

The cheese market exhibits a rather easier feeling this week, 10c. having been accepted in some cases for lots of 200 boxes.

The easiness in the butter market gives no indication of a let-up. Receipts continue heavy, being over 2,700 packages for the past week. Offers of straight lots of creamery were made to-day at 17c., with demand dull. In fact, offers have been made as low as 16½c. The absence of export enquiry is the depressing feature of the situation, and if the supply continues to increase as it has, further decline seems inevitable.

MONTREAL NOTES.

Cables on molasses from the islands quote the same figure first cost.

The rice mills have advanced their price ¼c. per lb., but there is no change in the jobbing basis here as yet.

Morrow & Ewing are moving this week from their old premises on St. John St. to larger offices at 23 St. Sacrament St.

Ewing, Herron & Co. have removed from their old premises on St. Paul St. to the large building running from 96 to 102 St. Paul St.

Jas. A. Calder, of Campobello, N.B., was in town Thursday and Friday of last week arranging for the handling of his fish products for the season.

Mr. C. B. Knox, the New York manufacturer of sparkling gelatine, was in town this week sampling the trade with his goods and also giving away his cook book of valuable receipts.

The composition offer of McKenzie & Petch, general storekeepers, of Watford, has been effected, and Assignee Clarkson has sent to the creditors 35 per cent. of their claims.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., April 29, 1897.

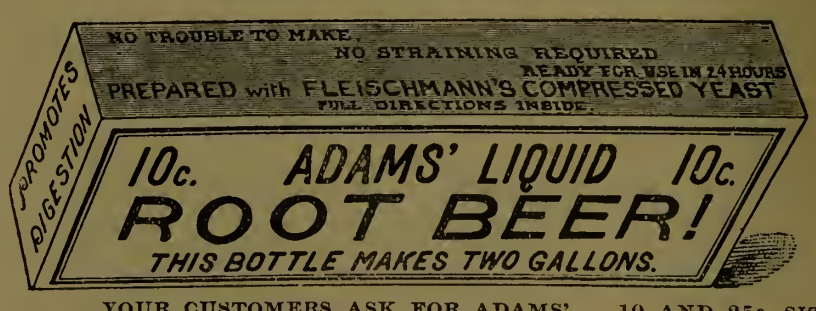
GROCERYMEN are disappointed regarding the tea and sugar duties. City and country dealers had bought largely, and there is no doubt the country will feel the effect of it very much. In tobacco the dealers are in most cases well supplied, and the large profit they will make will in some measure compensate for their disappointment in other lines. At this time of writing it is not known what steps are taken in the new tariff regarding the duty on packages. Our merchants feel very strongly on this, feeling this form of duty should be done away with.

OIL—While the tariff shows a reduction of one cent a gallon on oil, our dealers have not as yet changed their price. In cod oil the demand here is light. It shows a falling off from year to year. There is ample supply, but it is sometimes difficult to get best quality. In seal oil the supply is light and prices are higher. We quote : Best American burning oil, 19½ to 20c.; Canadian, 18¼ to 19c.; prime, 16 to 17c.

SALT—The stock here is ample and prices show no change. We quote as follows: Coarse, 43 to 45c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag. ; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each ; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz

CANNED GOODS—There is considerable enquiry for tomatoes, peas and peaches. Lobsters are scarce. In canned meats, though there is no change yet, the feeling is towards higher prices. In salmon the feeling is easy. Prices received from the Coast are well below last year's figures. Demand for salmon is not increasing. Apples keep low. We quote as follows : Corn, 65 to 70c. ; peas, 75 to 80c. ; tomatoes, 80 to 85c. ; gallon apples, $1.75 to $1.80 ;

ADAMS' GINGER BEER IS DELICIOUS.



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YOUR CUSTOMERS ASK FOR ADAMS'. 10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.

Dominion Agents. 38 Front St. E., Toronto, Ont.

New, Large Roll Butter

PUT UP NEATLY IN HALF-BBLS.

We have

Extra Choice Hams, Bacon, ETC.

For Easter Trade. Order Promptly.

PARK, BLACKWELL & CO., Ltd.

Packers and Provision Merchants,
TORONTO

Wanted.

About a thousand very particular Broom Buyers to find fault with our Brooms—if they can. You wonder why? Perhaps you've judged them by others said to be "just as good" as Boeckh's Brooms. Perhaps we'll find it out this way if you'll let us have the opportunity. Boeckh's Brooms are good Brooms.

Brushes
Brooms
Woodenware

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

PURITY
FLAVOR
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are three requisites of

White Wine Vinegar

which are combined in the Vinegar made and sold by

T. A. LYTLE & CO.
Vinegar Manufacturers
TORONTO

Canned Goods

PEAS
CORN
TOMATOES
FRUITS
FISH
MEAT, ETC., ETC.

Reliable brands at lowest prices.

WARREN BROS. & CO.
TORONTO.

DO YOU WANT
COCOANUT?
Packages or Bulk

If so, you want the best, that's

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THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

The Coffee
with a
PAST
PRESENT
FUTURE

Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

Gelatine

Plymouth Rock

WHITE AND PINK.

PERKINS, INCE & CO.
TORONTO.

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave

Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.40 to $1.50; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.75 to $1.85; American, 3's, $2 to $2.25; pineapple, $2.25 to $3; salmon, $1.25 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.15 to $1.25; clams, $5 for 4 doz; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—There is a good business doing. Oranges are higher. Those selling are almost altogether Valencias. It seems hard to get good Californias. There is a fair movement for "bloods." Lemons keep low, with improved demand. Bananas are having increased sale right along. There is quite a quantity of cranberries here tending soft that could be bought low. In apples, best grades have fair sale. The best are, however, hard to get, as Nova Scotia people are shipping them all to England. Strawberries keep too high for this market. A few greens and rhubarb are being imported. Lettuce has a large sale. In pineapples very few are arriving. We quote: Messina lemons, $2.50 to $3.00; oranges, Valencia, $4 to $4.50; California oranges, $3.50 to $4; bananas, $1.50 to $2.25; apples, $1 to $3 per bbl.; cranberries, Cape Cod, $3 to $7.50 per bbl.; bog cranberries, native, $3 to $4; lettuce, 60c. per doz.

DRIED FRUIT—There is little change. Evaporated apples find a better sale. They are low, but there is a firmer feeling. Egyptian onions found a bare market and command full prices. Bermudas tend lower. They were high. Currants are higher and the market is firm. California prunes keep low and raisins are easy. There is now some demand for evaporated peaches and apricots. The sale is not large at any time. We quote: Valencias, 5¼ to 6c.; California L. M. 3-crown, 7 to 7½c.; London layers, $1.75 to $2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples, 3 to 3½c.; evaporated apples, 4⅛ to 5c.; Bermuda onions, $2.25 to $2.50 per crate; Egyptian onions, $3 per crate; cocoanuts, $3.25 to $3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8 to 8½c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—The stock here is large. The country buyers are well supplied. Little, if any, change in prices is expected. We quote: Granulated, 4¼ to 4⅜c.; yellows, 3⅞ to 3⅜c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—Two cargoes of Porto Rico, which were consigned here, were not offered for sale pending an expected change in duty. The two lots have now been placed. They sold low. A large cargo, a direct purchase, is daily expected; also further arrivals of Barbadoes by steamer shortly. Market is easy. In New Orleans there is really no change, though the tendency is to shade prices. We quote: Barbadoes, 25 to 28c.; Porto Rico, 27 to 28c.; New Orleans, bbls., 26 to 28c.; Antigua, 24 to 26c.; syrup, 36 to 38c.; St. Croix, 23 to 24c.

DAIRY PRODUCE.—Butter is in good demand, particularly best quality. Price is rather firmer. New western butter as yet offers slowly. Eggs, since Easter, are dull. The opening of the river also tends to weaken price. The stock of new cheese is light. There is a fair demand and prices are fully maintained. We quote: Dairy butter, 15 to 18c.; creamery, 20 to 21c.; prints, 20 to 22c.; eggs, 11 to 12c.; cheese, 11 to 11½c.

FISH—The catch of gaspereaux during the past week has been light. These fish are now beginning to come in more freely, and price is rather lower. In dry fish there is but fair movement and price shows no change. Pickled herring have fair sale. Some Shelburne which were offered low found good demand. Smoked herring show no change. In lobsters, a few have been on the market this week. They are small. Halibut is in good supply. We quote as follows: Large cod, $3.25 to $3.50; medium, $2.75 to $3; pollock, $1.15 to $1.25; bay herring, $1.25 to $1.30 per half-bbl.; smoked, new, 5½ to 6½c.; shad, half-bbl, $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box; Barrington, $3 $3.25 per bbl.; Shelburne, $3.25 per bbl.; lobsters, 4 to 12c. each, small; gaspereaux, 60 to 70c,

For Finest Quality and Perfect Condition of Our Product, Prompt Service and Careful Attention to the Best Interests of Our Customers

WE YIELD PLACE TO NONE

Rec'd June 4th 97 Dickie Abbott

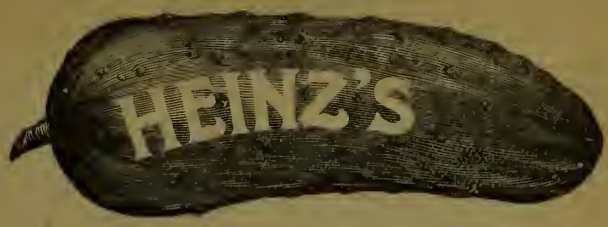
FOR Cruise AND Camp

FOR Cottage AND Palace

We wish to co-operate heartily with every enterprising grocer who has learned the value of Fine Food Products in establishing a trade to our mutual advantage.

A. F. MacLAREN & CO.

Toronto, Canada.



Pickles.

The ease and simplicity with which Heinz's Baked Beans with Tomato Sauce can be used is a strong point in its favor. Anyone can prepare it for the table in ten minutes. No trouble or secret about it.

Other Popular Specialties

SWEET PICKLES
INDIA RELISH
TOMATO CHUTNEY
TOMATO KETCHUP
ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG U.S.A.

PROVISIONS—Market in pork seems easy, dealers being anxious to sell. Beef shows no change, but is held firm. Smoked meats are in light stock. Dealers were not expecting the advance of a few weeks ago, and at the higher prices they do not buy freely. Lard shows no change. There is a large stock held. We quote as follows: Clear pork, $14.50 to $15; mess, $12 to $13; plate beef, $12 to $13; hams, 11½ to 12½c.; rolls, 8 to 8½c.; pure lard, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—In Manitoba the recovery from the sudden drop was so quick that there has been little change in price here. Ontario flours are rather higher, and held firm by millers, but dealers are not quick buyers, having a lack of confidence in higher prices. Oatmeal is rather higher, as are oats. In cornmeal, prices are same as last week. Beans are held here in large quantities. They show little or no improvement in price, which is low. Feed is high, but not in large sale. Seed is now moving freely. The importations this year have been large. Prices firm. We quote: Manitoba flour, $5 to $5.15; best Ontario, $4.65 to $4.75; medium, $4.35 to $4.45; oatmeal, $3.20 to $3.30; cornmeal, $1.80 to $1.85; middlings, car lots, in bulk, $15 to $16; bran, do, do, $14.50 to $15; hand-picked beans, 85 to 90c.· prime, 70 to 80c.; oats, 32 to 33c.; hay, $11 to $12; barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50; timothy seed, Canadian, $2.20 to $2.40; do. do., American, $1.65 to $2; clover, 9 to 9½c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

The St. John River is now open, and the steamers are having large freights both up and down.

St. John will have an exhibition this fall. The guarantee fund of $4,000 has already been subscribed by the citizens.

Apple shipments continue to go forward from Nova Scotia to the English market via St. John. One day this week 650 barrels were forwarded.

Commercial travelers and others will be pleased to learn that the steamer Prince Rupert is again on the route between St. John and Digby.

THE CANADIAN GROCER has received from Dearborn & Co. their new illustrated price list. It is ahead of anything before gotten out by a St. John grocery house.

Reports from Grand Manan and Deer Island are that the catch of lobsters is so far light. It is thought the sardine factories will open earlier than usual this season.

The handsomest delivery wagon seen here for some time is the new one now used by the Queen Biscuit Co. It is drawn by a matched team of bay horses in silver-mounted harness.

The following changes are reported from Fredericton this spring: John Gibson & Sons, retail grocers, are going to confine themselves chiefly to wholesale trade. H. C. Jewett has moved his grocery to the Gilman corner. W. H. Estey has removed to the Edgecombe block and his old store been taken by W. H. Anderson & Co.

Prince Edward Island Legislature have passed the following: "Resolved, that it is advisable that a bill be passed authorizing the Government to promote the introduction in the province of a first-class cold storage system by some private company by granting aid thereto in the form of an annual rent or bonus or guarantee of a certain rate of interest or profit, or in such other manner as may be deemed advisable, such assistance not to exceed $800 in any one year, and not to be given for more than three years."

A meeting of the fishermen of Charlotte County was recently held at St. Andrews. A standard of measurement was adopted in regard particularly to fresh herring. A Canadian flour barrel was estimated to contain two hundred pounds, five of which are to constitute a hogshead. It was suggested that an export duty be imposed on large herring shipped to the United States or any country exacting a duty on fresh fish. Also recommended that the close season for inshore lobster fishing be fixed from July 1st to October 1st, and that all lobsters caught under ten and a half inches be set free, also female lobsters spawning. That the open season in Grand Manan district be from April 1st to July 1st, and that all caught under nine inches be liberated.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

W. H. GILLARD & CO. are now prepared to supply their friends with Pilgrim Bros'. New York ginger ale and summer beverages, of which they are wholesale agents.

The Davidson & Hay, Ltd., offer selected layer Valencias at low figures.

Several shipments of Ceylon and Indian teas arrived this week for the Eby, Blain Co. Ltd.

The Davidson & Hay, Ltd., report the arrival of shipment of table jellies.

Clemes Bros. have arriving a carload each of Valencia oranges, fancy lemons and Egyptian onions.

Three-crown California loose muscatels are in stock with the Davidson & Hay, Ltd.

J. A. McLean reports an increasing demand for Seaforth hams and bacon, for which he is the Toronto agent.

McWilliam & Everist are in receipt of a shipment of pineapples, which is opening up well. The quality of pineapples coming forward lately has been poor.

The Eby, Blain Co., Ltd., report the arrival of a shipment of "East India" pickles, in pints and half-pints. They report that the repeat orders are numerous.

The Davidson & Hay, Ltd., are receiving this week direct importations of Castile soaps, cakes and bars.

The Eby, Blain Co., Ltd., are in receipt of a new clothes line, called the "Alabama" cotton clothes line. It is claimed to be the strongest and most serviceable cord in the market, and sells at a reasonable figure.

Attention of the wholesale trade is drawn to the advertisement of The Alpha Chemical Co., of Berlin, Ont. The firm's motto is: "Good goods at a fair living profit." The Alpha Chemical Co. invites correspondence.

The Eby, Blain Co., Ltd., are offering special value in a club style of French sardines in ¼-lb. tins, key openers, called "Bon Jean." They say that these are superior to any on the market for the money.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

T. A. Lytle & Co.: We have had a wonderfully good season in tomato catsup and marmalade.

The Eby, Blain Co.: Our crushed Java and Mocha coffee (xtr) is becoming more popular every day. We have enquiries for it from Halifax to British Columbia.

W. H. Gillard & Co.: We are showing some excellent values in Young Hysons and Japans, high and medium grades. Intending purchasers will do well to communicate with us.

THE NEW U.S. TEA REGULATIONS.

NEW regulations have been issued by the Treasury Department, at Washington, under the recent Act in relation to the importation of tea. These regulations set forth in detail the proper treatment of the merchandise. No duty is exacted and the sole object of the Act was the protection of the consumers from the use of unwholesome and fraudulent teas. A board of tea experts selected by the secretary have established a line of standard samples representing the various kinds and grades of admissible teas. Special tea examiners are stationed at New York, Chicago and San Francisco, by whom all imported teas will be compared with the standards and prohibited teas condemned. An appeal may be made by the importers to a board of three general appraisers, which board may procure expert assistance. Condemned teas must be exported within six months or they will be destroyed by the collector. Pending examination the tea will be stored under bond. Teas destined for interior ports will be forwarded without delay, but samples will be sent for comparison to the tea examiner at the nearest port. The standards established by the board comprise the following grades: Formosa, Foochow and Amoy Oolongs, north and south China Congous, Indias and Ceylons, Pingsuey and country greens, pan and basket fired and sun-dried Japans, Japan dust or fannings, Orange Pekoe capers. The leaf must equal the standard in freedom from scum, grit, dust and rice paste and in the purity, quality and fitness for consumption. Extra sets of standards will be distributed at cost to importers and brokers. The Act takes effect on May 1, 1897.

A HEALTHY SIGN.

The Alpha Chemical Co., of Berlin, have had such an increased trade on their "Reliable" French shoe blacking that they have been compelled to discard their present blacking machine and put in one four times as large. They have also introduced steam power to run it. This will enable them, they report, to supply their wholesale customers with goods on the shortest possible notice. Their increased trade in these lines is due to the excellent quality of the goods they manufacture.

CUBA SUGAR CROP.

Cables show that the receipts are diminishing and that the end of the crop season is near at hand. Heavy rains are general all over the island, which has put an end to grinding. The visible production has reached 147,822 tons, against 94,600 tons to the same time last year, and our estimate of 200,000 tons as the total of the crop will probably prove about correct.—Willett & Gray's Circular.

ROSE'S

WEST INDIA LIME JUICE

Is DELICIOUS, WHOLESOME and REFRESHING.

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.

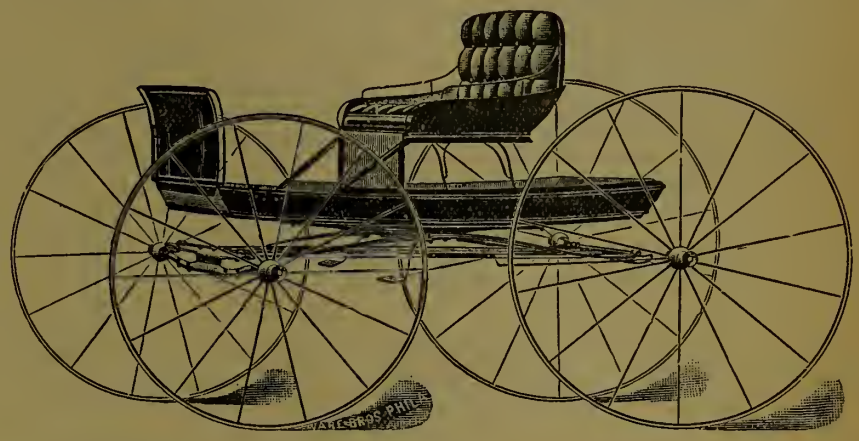
Agents for Canada, LAW, YOUNG & CO. - MONTREAL.

A buggy almost for nothing

We have bought up a large number as shown in cut, and can sell you one with a bill of

Pure Ground Spices, Baking Powder or Coffee

at a price that gives it to you away below actual cost. You can have a delivery wagon in the same way if you prefer it. You can rely on the quality of these goods—both Spices and Wagons. We guarantee the Spices to be perfectly pure, and we give you the maker's guarantee with your vehicle.



DROP US A LINE FOR PARTICULARS

THE TORONTO COFFEE & SPICE CO. LT'D.

H.H. SUYDAM. PRES. J.D. ROBERTS. VICE. PRES. J.A. WATSON. SEC.

DONT'S FOR GROCERS.

DON'T ask a drummer to call again before leaving town, giving as a reason that you are interested in the goods he is selling, but would like to consider awhile before buying, when you really have no intention of buying, and when he calls the second time find some lame excuse for not buying this trip.

This may not seem to you as an expensive bit of indecision, but it is, as it may cause the drummer to miss his train and lose a day. Now losing a day may not strike you as being a great deal in itself, but it is quite an item to the firm for which he is traveling, in the way of unnecessary expense. First, his hotel bill for one day is at least $2.50. Then his salary (a good salesman gets at least $3 a day), making a visible loss of $5.50, besides the loss of profits on the goods he should have sold in another town. The aggregate is at the very lowest average $15, making an estimated loss for the firm that employs him of $20.50.

I endeavored to explain this to a grocer who caused me to lose a day, and his answer was, "Well, work a little faster in the next town and make up for lost time." Now, my experience has shown me that no salesman can recall a lost day by working fast, for fast working means slighted territory and loopholes for competitors.

Don't give a drummer an order, and as soon as he leaves, send a postal to his house countermanding it. If you do not want the goods don't buy ; this is the better plan.

Countermanding is a trick used by some grocers who claim drummers bother them too much.

I recall one case in particular. It was my first visit and I wanted to call on a grocer whose place of business was on the outskirts of the town, so I enquired the nearest way from a brother drummer who had been working that territory for some time. After pointing out the nearest way, he informed me that if I succeeded in selling a bill I should expect a countermand, as that had been the treatment he received, and that several other drummers had had the same experience. This information left me in an undecided state of mind. At length, however, I determined to give this grocer a trial, and succeeded in selling him a bill and obtaining his signature on the order, at the same time telling him very plainly that if he wanted to countermand to do so at once. He declared he had no such intention. However, I was not quite satisfied, as my drummer friend's words were still fresh in my memory, so I determined to send his order to my house by wire and ordered them shipped the same day. This was expensive, but it answered my purpose, for on the day that he received the invoice for the goods my house received a postal countermanding the same, but as they were already shipped he was compelled to receive them. This was the first and only bill I ever sold him, as I have never visited him since, although I visited the same town several times.

The error committed in my first don't is, I think, unintentional, but the second, to use the Southern expression, "pure cussedness."—Teck in Grocery World.

SHIPMENTS OF JAPAN TEA.

A private circular issued by Smith, Baker & Co., gives the shipments of tea from Japan for the season to March 9, 1897, as follows, compared with the same time in the previous two years : 1894-95, lbs., 45,469,-800 ; 1895-96, lbs., 48,655,200 ; 1896-97, lbs., 42,906,400. The figures for this year show a large decrease, incident no doubt to a smaller crop. The shipments to New York were 6,951,247 lbs., against 9.280,-137 lbs. last year, showing a decrease of over 2,300,000 lbs. There has been a still more remarkable falling off in the quantity of Japan tea sent by the way of San Francisco to Chicago and adjacent cities, the total this year being only 13,970,800 lbs., against 21,634,900 lbs. in 1895-96, and 17,203,600 lbs. in 1894-95. The quantity sent direct to Canada was 10,527,700 lbs., the largest yet reported.

HALIFAX TRADE GOSSIP.

THERE is one item in the new tarift which is not meeting with much favor in Halifax. The reduction in the duty on refined sugar from $1.14 per 100 lbs. to $1 is, from a Halifax standpoint, decidedly unpopular, for the simple reason that the tendency is to injure the West India trade. The Halifax refineries at present buy all the West India sugar brought here. Without return cargoes from the West India islands it is impossible to carry on trade. Under the new tariff the refineries will be compelled to buy beet-root sugar and only the highest grades of raw. The old tariff was not in itself satisfactory to our West India merchants. When the Tariff Commission visited this city it was shown that the duty of 50c. per 100 lbs. on all grades under No. 16 Dutch standard in color bore very inequitably on the lower grades, resulting in the frequent occurrence in the pro ceeds of account sales of many consignments from the West Indies being less than the amount of duty. It was suggested to the Commission that the new sugar tariff be framed on this basis, starting with a fixed rate per 100 lbs. on all sugar testing by the polariscope 70 or under, with an increase of 3.13c. per 100 pounds for each degree. This would virtually mean an ad valorem rate. In addition to the above it was suggested that on all sugars above No. 16 Dutch standard and on all refined sugars an additional duty of 60c. per 100 pounds should be levied.

It will be seen that the new tariff does exactly what the Halifax merchants did not want it to do. Of course, the idea is that the greater interests of the West overshadowed those of the Maritime Provinces. The amount of raw sugar brought to Halifax each year from the West Indies is about 200,000 tons. It is mostly low-grade sugar. Under the present tariff a low-grade article pays as much duty as a high grade. As an illustration : The duty on refined sugars is 1c. per lb. The duty on raw is ½c. per lb. It takes two pounds of some of the low grades imported here to make one pound of granulated. It is contended that the United States, having adopted the polariscope test, and Canada retained the flat duty, the low grades of West India sugar will all go to New York. No one but a Haligonian has any idea what this means to Halifax. The West India trade is all that remains of the great shipping business once carried on here. Our steamers take out their cargoes of fish and bring back sugar. This sugar has always been purchased by the refinery on New York quotations. If the new tariff continues the refiners claim that this trade is lost. The refinery will go to Hamburg for its sugar. It is understood that strong representations will be made to the Finance Minister on this point, and possibly a delegation may proceed to Ottawa.

The decrease on flour will not make a particle of difference. Leading dealers say it will not affect prices one way or the other. It is thought by many that the duty on corn meal should have been raised to 50c., and corn 5c., in the interests of the Canadian farmer.

The decrease in kerosene will help the small dealer and middle man some, but will not affect the consumer.

The increase in the duty on spirits seems to be satisfactory, but the increase on tobacco is not meeting with general favor. On Monday the price was raised. Retailers asked one and two cents per plug advance.

Merchants who laid in large stocks of tea are disappointed. Halifax has enough tea in store to last the province for the next year. Small dealers, those who import in a small way, are happy over the non-disturbance of the duty.

The local elections are over, the tariff has been brought down, the weather is fine and conseq uently the stock reasons given for dulness in trade are removed. It is too early to look for a change in the tenor of trade, but the week opened fairly well. Merchants are getting back to their offices and shopkeepers to their shops and affairs are looking more like business.

Up to a week ago the refinery here could hardly fill the orders which were coming in. Merchants looked for an increase in the duty on sugar and stocked up. The refinery did not take advantage of the rush, but sold at former quotations, viz.: Granulated, 4¼c. and yellows, 3½c. Now the rush is over. Prices remain as above. To-day the refinery is doing little or nothing and will likely have to shorten sail. The refinery at Moncton will not be rebuilt, owing to the change in the tariff.

There is a fair enquiry for creamery butter in prints and tubs, at 21c. Dairy tubs and rolls are scarce. Eastern Townships and Canadian stocks are scarce.

The demand for molasses has been very light, but during the past few days improved somewhat. Two cargoes arrived during the past few days. Fancy Demerara is quoted at 38c.; choice do , 30c.; choice Porto Rico, 28 to 30c.; new Antigua, 24c.; and St. Kitts, 22c.

There is an improved demand for dried fruit. Prunes are selling at 5½c., and dates at 5 to 6c. Valencia raisins are quoted at 6½c. for off stalk. Malaga layers are worth $2, and Imperial cabinets, $2.25. Currants are quoted at 4½ to 4¾c. Evaporated apples are worth 4¾ to 5c., and dried apples, 3c.

Eggs are not over-plentiful, and prices have improved. Good stocks are quoted at 10 and 11c.

The shipment of Ontario beef has stopped, and dealers are looking for better prices. Prince Edward Island prime mess pork is quoted at $12, and mess at $12.50 to $13. It can be bought at lower figures for the cash. A Prince Edward Island dealer who was in Halifax last week could not get an offer. American clear pork is quoted at $14.50. Canadian extra plate beef is worth $10.50 to $11, and Chicago plate $13.50.

PERSONAL MENTION.

Mr. E. Nicholson, commission merchant, Winnipeg, paid THE CANADIAN GROCER a pleasant call this week.

Mr. A. R. Robinson, of New York, representing the Consolidated Tea and Lands Co., and the Amalgamated Tea Estates Co., of India, was in Toronto this week visiting Mr. R. W. Hayter, the representative here of these companies.

MANITOBA MARKETS.

WINNIPEG, April 29, 1897.

THE flood situation at Winnipeg is little changed since last week. The river has risen steadily but very slowly, and, though it now covers the transfer railway track, it has practically done no damage in the city. The same cannot be said of the out-of-town situation; the country from Morris to Emerson is almost entirely under water, and there has been considerable loss of stock. A relief steamer was sent out from Winnipeg last week to take help to any who might need it, and has not yet returned, but has been heard from. It is hoped that by the end of the next three days the water will have reached its limit and will begin to recede. Business in the flooded districts is, of course, simply paralysed, and that affects trade here.

The tariff has outrivalled the flood as a topic of conversation for the last few days. So far the prices have changed little. Prices are as follows :

CANNED GOODS—Unchanged from last week. Tomatoes, best brands, $1.90 per case ; do., good second, $1.80.

GREEN FRUITS—Apples, choice, $4 to $4.25 per bbl.; California oranges, navels, $4.50 to $4.75 per box ; seedlings, $3.50 to $4 ; Messina lemons, $4.50 ; California lemons, $4.50 to $5 ; bananas, $2.50 to $3.25 per bunch ; pineapples, $4 per dozen.

EGGS—Supply increasing, and eggs are being jobbed at 9c.

BUTTER—Supply of dairy fairly free, no accumulated stocks, price 16 to 17c.

CHEESE—None on the market.

TOBACCO—Owing to the tariff changes tobaccos are selling at open prices until the tariff changes are confirmed.

DRIED MEATS—These are especially good stock, and prices are firm at the recent advance. Hams, assorted sizes, 10½ to 11c.; breakfast bacon, bellies, 10½ to 11c.; do. backs, 9½ to 10c.; short spiced rolls, 7½ to 8c.; shoulders, 6½ to 7c.; long clear bacon, 7½ to 8c. per lb.; shoulders, 5¾c.; boneless shoulders, 6½ to 7c.

LARD—Twenty-lb. pails, $1.70 to $1.75, and $4.25 for 50-lb. pails.

SYRUPS—Maple syrup is in good demand and prices are steady. 55c. per small tin, 55 to 60c. per large tin, and 4½ to 4¾c. per lb. in wood.

GLUCOSE SYRUP—Is ½c. higher.

OATMEAL—Prices steady at $2.70 to $2.80 per barrel.

TEA AND COFFEE—Stand at last week's figures.

WILLIAM EVANS

Field, Garden AND Flower Seeds

AGRICULTURAL IMPLEMENTS

Superphosphate and other Fertilizers

Warehouses { Nos. 89, 91 and 93 McGill Street
Nos. 104, 106 and 108 Foundling St.
No. 42 Norman Street

MONTREAL

DO NOT BE DECEIVED

By the misleading advertisements of the National Cash Register Co, of Dayton, Ohio, as they have no patent in Canada, and any person has a right to manufacture and sell the National Cash Register in Canada.

The HAMILTON BRASS MFG. CO., LTD., manufacture all kinds of Cash Registers as manufactured by the National Cash Register Co., and will guarantee protection to every purchaser and user of the Hamilton Cash Register.

When the National Cash Register Co.'s Agent is quoting prices to you, get a description in writing and the number of the Register he is quoting you prices on, then send the number of the Register with the description to the Hamilton Brass Mfg. Co., and they will supply you with the same Register in every respect, from $10 to $100 less than the price quoted you by the National Cash Register Co.'s Agent.

The following are a few of the facts why the Hamilton Brass Mfg. Co. can manufacture and sell the National Cash Register as made in Hamilton, Ont., and called the "HAMILTON" at a lower price than the National Cash Register Co. :

1st. There is no patent in Canada.

2nd. No royalty to pay.

3rd. No duty to pay.

4th. No office rents at Toronto, Montreal, and other places to pay.

5th. No high salaries to President, Vice-Pres. and Sec.-Treas. to pay.

6th. We are satisfied with a fair profit.

7th. We guarantee the very best material and workmanship.

8th. We are taking out every few days total-adding National Cash Registers and replacing them with the HAMILTON Cash Registers.

9th. We have only been manufacturing Cash Registers about one year, and have made and sold over 300 in that time.

10th. We are Canadian manufacturers, with Canadian capital and Canadian labor.

11th. The money paid for a HAMILTON Cash Register remains in Canada, and the Canadian merchants get the benefit of it.

12th. If you pay your money for a National Cash Register made in the United States, the money paid for it is sent to the United States, and the Canadians do not get one cent of it.

13th. The National Cash Register Co. guarantee their Registers for two years only, while the Hamilton Brass Mfg. Co., Ltd., guarantee theirs for five years.

The following is a description of the National Cash Register Co.'s number 13 and 14, and is a copy of their printed description of same.

No. 13. 20 Keys of any denomination desired. Detail-adder. Equipped with cast-iron, nickel-plated case only. Case same size as No. 2. Without glass top, without time-recorder, without customer counter, without the device for locking the keys when the drawer is open, without key-stops, without combination and flag indicators, without key-arrester, without name-plate. The arrangement of keys most frequently ordered and designated "standard" is the same as No. 1½.

No. 14. 25 Keys of any denominations desired. Detail-adder. Equipped with cast-iron, nickel-plated case only. Without glass top, without time-recorder, without customer counter, without the device for locking the keys when the drawer is open, without key-stops, without combination and flag indicators, without key-arrester, without name-plate. The arrangement of keys most frequently ordered and designated "standard" is the same as No. 2.

JAMES ST. N.
—HAMILTON
ONT.

Hamilton Cash Register Co.
Hamilton Brass Mfg. Co. Ltd.

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

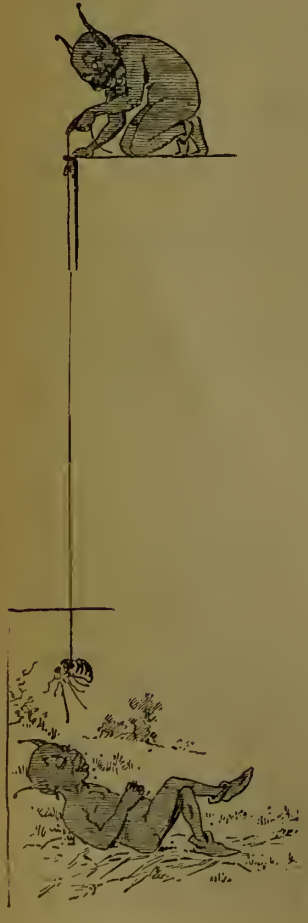
Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !
Skilfully Blended ! !
Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.



. . Palate Ticklers . .

Gillard's New Pickle

(PACKED 2 DOZEN IN CASE)

Single case lots $3.40, 5-case lots $3.30

Gillard's New Sauce

Single dozen lots $1.75
Barrels of 12 dozen $1.60

10 GOLD MEDALS awarded at the Pure Food Expositions in England.

5,000 of the principal hotels and restaurants throughout Great Britain have these delicious relishes in use daily. **Manufactured by**

GILLARD & CO., LONDON, ENG.

Sold by all wholesale grocers in Canada, and by every retailer who desires to increase his trade and enlarge his profits.

There is Something Pathetic

about the rise of the

CEYLON TEA INDUSTRY

for it rose as a Phœnix from the ashes of the ruined Coffee Plantations which had brought golden harvests to the fortunate proprietors and were suddenly destroyed by the terrible ravages of an insect. The planters after trying Cocoa, Cinchona, Cardamoms, etc., with only partial success, finally tried **Tea** Planting, and Tea has indeed proved a blessing to the planters and people of Ceylon, and **the World** to-day acknowledges that

Ceylon Teas

are pure, clean, healthy, and most economical.

The people want

Ceylon and India Teas

and he is a wise grocer who sells what the people want. . . . . .

Do you sell Ceylon and India Teas?

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

TROTTIER & HARDY, general merchants, Farnham, have compromised at 30c. on the dollar.

W. H. Armitage, grocer, Toronto, has assigned.

S. Downing & Sons, liquors, Vancouver, have assigned.

Hogarth Bros., general merchants, Mattawa, have assigned.

J. O. Lumley, general merchant, Iona, has assigned to H. Hawthorne.

J. K. Christie, grocer, Owen Sound, has assigned to James McLauchlan.

John Tyo, sr., general merchant, Dundee, Que., is offering to compromise at 27½c. on the dollar.

P. J. Harrington, general merchant, Killaloe, is offering to compromise at 40c. on the dollar.

M. O. Lalonde, general merchant, St. Polycarpe, Que., is offering to compromise at 50c. on the dollar.

Lauthier & Co., general merchants. St. Telesphore, Que., are offering to compromise at 40c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Lebarge & Ferguson, grocers, Toronto, have dissolved; Joseph Lebarge continues.

The B. Grennan Co., general merchants, Orillia, have dissolved. Henry Smeath retires and B. Grennan continues under old style.

SALES MADE AND PENDING.

The assets of James Boyd, grocer, Brockville, have been sold.

The general stock of Gordon Baker, Osnabruck Centre, is to be sold by auction 5th prox.

The assets of Dechene & Robitaille, produce, Montreal, have been sold. So have the assets of Hunt, Barnes & Co., fish and oysters, of the same place.

CHANGES.

V. A. Bates is starting a grocery store in Montreal.

Z. H. Primeau is opening a grocery store, Montreal.

W. L. Bennett, grocer, Orillia, is giving up business.

J. E. Belzie has opened a general store in Trois Pistoles.

John Whiteside, grocer, etc., Huntsville, has sold out.

A general store has been opened in St. Simon, Que.

J. A. Bourgeois, Montreal, has recommenced business as grocer.

Boom & Fowler, grocers, Fredericton, N.B., have opened out there.

Leduc & Fortin, general merchants and lumber, Beauharnois, Que., are giving up dry goods and boots and shoes.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

Crosse & Blackwell

CELEBRATED FOR

Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.

—SOLD BY—

All Grocers in Canada

James Boland, general merchant, Killaloe, has sold out to Mohr & Ryan.

D. Taylor, general store, Wood Island, P.E.I., has sold out to A. J. Taylor.

Swayze & Co., general merchants, Fenwick, have been succeeded by W. H. Fry.

Sylvestre & Sylvestre, grocers, St. Cuthbert, Que., have just started into business.

Mrs. A. Flood, grocer, Montreal, is offering to compromise at 20c. on the dollar.

A. Liberman, general merchant, Yarmouth, N.S., has sold stock in trade and furniture to J. A. Liberman.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

HELLO!!! YES,
Certainly we sell
"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...
Canadian Cocoanut Co.
(J. Albert McLean, Prop.)
MONTREAL

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

Ask for Prices
WHEN YOU WANT
SALT
FOR ANY PURPOSE
Glad to Send Samples
VERRET, STEWART & CO., Montreal - Quebec.

TRY A PACKAGE OF OUR **"CLUB HOUSE"**
A Perfect blend of the finest
INDIA and CEYLON TEAS
For which we are sole agents in America.
It will please your customers.

J. F. RAMSAY & CO.
Wholesale Importers . . . . . 14 and 16 Mincing Lane
TORONTO

PUREST AND BEST
Windsor Salt

Cheese Factories

that used Windsor Special Cheese Salt last season found that it added to the selling price of their product and gave it better keeping qualities.

Creameries

using Windsor Special Butter Salt found it superior to English or American Salts.

All Orders Filled Promptly.

WINDSOR SALT CO. Ltd.. Windsor, Ont.

When your Stock is continually running low

IN

Keen's Mustard
Keen's Oxford Blue
Robinson's PATENT Barley
Robinson's PATENT Groats

It shows that these goods

. . Have the Call . .

They are absolutely

THE BEST IN THE WORLD

CURRENT MARKET QUOTATIONS

Toronto, April 29, 1897.

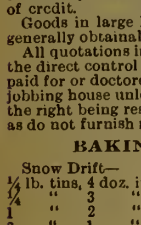
This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16



PURE COLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
1 cent can.....	0 90
Ocean Wave—	
No 10 (15 nz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ¼ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1 lb. tins,2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER,

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases.....$0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases.....	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb. tins, 4 to 6 doz. cases.....	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
½ No. 4	$4 00
½ No. 6	4 50
½ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per doz
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

THE ALPHA CHEMICAL CO.

Shoe Dressing—	Per Gross
French Oil in 3-doz. cases.....$	22 00
Reliable Shoe Dressing.....	9 00
Ecliplic Combination tan	12 00
Moody's Ox Blood....	12 00
" Chocolate....	12 00
Alpha Chemical Co. French Castor Oil...	9 00
Alpha Chemical Co. Refined Sweet Oil...	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Put up in ¼ gross cases.

Shoe Blacking—	
Reliable French Blacking, No. 5	9 00
" " " No. 4	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1½.....	4 25
Patent Leather Polish No. 1½	9 00
Waterproof Dubbin No. 4	9 00
Alpha Metal Po ish No. 2.....	9 00

Put up in ¼ gross cases.

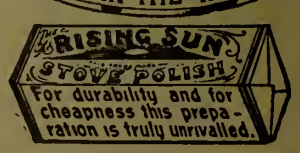
Patent Stove Polish—	
Sunlight Lead Bar	4 25
Packed in ½ gross cases	
Sunlight Liquid, ¼ gross cases...	10 80
Moody's Black Lead	4 25
½ gross cases	
Reliable Stove Pipe Varnish	15 00
¼ gross cases 6-oz. bottles	
Quickshine Pipe Varnish.....	12 00
¼ gross cases, pressed top tins.	

Stove Polish— per gross

Quickshine Polish	9 00
Reliable Paste..	6 00
Electric Crown Paste	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz , or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5

Starch . .

LAUNDRY STARCH

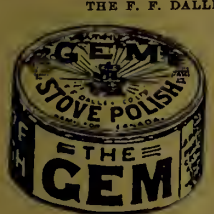
CULINARY STARCH

RICE STARCH

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.



Gem Stove Polish, ¼ gross cases	$9 00	
	per doz	
Stovepipe Varnish, 4 oz. bottles	1 00	
6 oz. bottles	1 25	
Boston Brunswick Black, 8 oz. bottles	1 75	

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread.	0 07
Warbler, with Song Restorer	0 05¾
Belgian, with Bird Improver	0 05½
International, with Bird Treat	0 05¼
German X, with Cuttlefish Bone	0 04¾
German, with Cuttlefish Bone	0 04¼
London Bird Seed, bulk 25 lb. cases	0 04½
Bird Gravel, 10c. pkts., 24 in case	0 06
Bird Gravel, 5c. pkts., 48 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05

CORN BROOMS

CHAS. BOECKH & SONS.

	per doz. net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

BLUE.

KEEN'S OXFORD.

	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 40	1 70
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3s	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 72½	0 75
Lobster, talls	2 30	2 52
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 50
" " Horseshoe	....	1 50
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " ¼s	0 10½	0 11
" " " " ½s	0 18½	0 19
Sardines, other brands 9¾	0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼'s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb	1 10	1 15
Kippered Herring, 1-lb	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6 "	....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
" 4 lb	5 50	5 80
" 6 lb	8 50	8 80
" 14 lb	17 50	18 00
Roast Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
Luncheon Beef, 1 lb	1 60	1 70
" 2 lb	2 75	2 85
Brawn 1 lb	1 30	1 40
" 2 lb	2 35	2 50
" 6 lb	6 60	6 80
" 14 lb	14 50	15 00
Ox Tongue, 1½ lb	7 00	7 20
" " 2 lb	8 50	8 80
" " 2½ lb	10 75	11 00
Lunch Tongue, 1 lb	3 35	3 50
" " 2 lb	6 50	6 80
Cbipped Beef, ½ lb	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb	70	75
Potted Meats, Tongue or Ham ½ lb	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb	70	75
Potted Deviled Ham or Tongue, ½ lb	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt	3 00	3 15
" " 1 pt	2 00	2 10
Gelatine of Boar's Head, 2 lb	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish.

	per doz
Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO.

	per box
Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 365c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 3905c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL.

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. St. James Street **Montreal**

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Belleville, Ont.
Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

To Oblige

SMALL GROCERS

SILVER DUST

BAKING POWDER

Is put up in half-cases

If . . .

Your wholesaler is out of it write us. We can put you on the right track to make money selling washing powders.

SILVER DUST MANUFACTURING CO.
Hamilton

COWAN'S

Hygienic and Perfection **Cocoas**
and Cocoa Essence

Queen's Dessert
Royal Navy and Perfection **Chocolates**

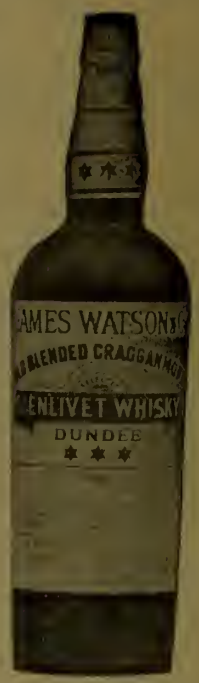
Chocolate
Pink
White **Icings**
Lemon Color
A child can ice a cake in three minutes.

Cowan's Famous Blend Coffee is perfection in strength and flavor.

THE COWAN CO. LTD. - TORONTO

ASK FOR

MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs.	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla—		
White " "	0 73	0 83
Unsweetened—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. boxes "	0 19	0 20

FRY'S.

(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	
" 1 lbs. "	
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each. ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO,

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	0 20
Feather Strip, " " " "	0 22
Special Shred, " " " "	0 18
Macaroon, " " " "	0 18
Crown Desic., 12, 20 or 25 lb. "	0 18
Special, " " " "	0 17

Barrels, 2c. per lb. less.
Terms, 3 p.c., off 30 days.

A BIG CUT . . .

in the price of Cream Soda Biscuits in tins, which will enable you to retail them with a good profit. Our Biscuits in tin boxes will keep fresh and crisp for months. This is an important matter with the grocer.

T. B. & C. Co.'s Cream Sodas are giving universal satisfaction.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb	....	....
Improved Shredded, "	....	....
Beaver " "	....	....
Macaroon " "	....	....
Desiccated " "	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 13 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 18 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

Mecca	.... 0 34
Damascus	.... 0 30
Cairo	.... 0 25

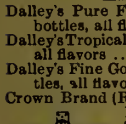
TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	.... 0 34
Our Own "	.... 0 32
Jersey "	.... 0 30
Laguaya "	.... 0 26
Mocha and Java	0 32 0 34
Old Government Java	0 30 0 32 0 35
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 25
Crushed East India	.... 0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

Crown Brand (Robert Greig & Co.)—



1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles gross	12 00
Ketchup, Screw Top "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

BOVRIL

	per doz.
Bovril—1 oz. bottles	$2 00
2 oz. "	3 75
4 oz. "	6 50
8 oz. "	11 25
16 oz. "	18 25
Small bottles, (to make one cup)	1 00
Invalid Bovril—2 oz. jars	3 85
4 oz. jars	6 55

FRUITS.

FOREIGN.	per lb
Currants—Provincials, bhls	0 04⅝ 0 04¾
" ½ bbls	0 04⅝ 0 04¾
" Filiatras, bbls	0 04¾ 0 04⅞
" ½ bbls	0 04¾ 0 04⅞
" Patras, bbls	0 05¼ 0 05½
" ½ bbls	0 05¼ 0 05½
" cases	.... 0 05¼
" Vostizzas, cases	0 06 0 08
" Blue Pearls	0 08 0 08½
Dates, Hallowee boxes (new)	0 05¼ 0 06
Figs—Eleme, 10 oz	0 07½ 0 00
" " 10 lb	0 09 0 12
" " 18 lb	0 11 0 13
" " 28 lb	0 13 0 14
" taps	0 03 0 04
" natural, boxes	0 05 0 06
" ditto, bags	.... 0 04½
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux	0 04½ 0 06½
Raisins—Valencia off stalk	0 05 0 05¼
" Fine, off stalk	0 05¾ 0 06
" Selected	0 06¾ 0 07
" Layers	0 07¼ 0 07½
" Sultanas	0 07 0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07¼ 0 08¼

Malaga	per box.
" London Layers	1 60 1 80
" Dehesa Clusters	3 50 4 00
" Imp. Russian Clusters	5 00 5 50

DOMESTIC.

Apples, dried, per lb	0 02 0 03½
" evaporated	0 03 0 05

FOOD.

	per brl.
Split Peas	3 25 $3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	.... 2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS. per doz.

Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX'S

1 Quart size, per doz	.... 1 15
2 Quart size, "	.... 2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	.... 2 15
40 dy	.... 2 20
30 dy	.... 2 25
20 16 and 12 dy	.... 2 30
10 dy	.... 2 35
8 and 9 dy	.... 2 40
6 and 7 dy	.... 2 55
5 dy	.... 2 75
4 dy A P	.... 2 75
3 dy A P	.... 3 15
4 dy C P	.... 2 55
3 dy C P	.... 3 75

HORSE NAILS—
Canadian, dis. 50 per cent.

HORSE SHOES—
From Toronto, per keg 3 60

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. c. dis.
Round-head iron, 75, 10 and 10 p. c. dis.
Flat-head brass, 77½, 10 and 10 p. c. dis.
Round-head brass, 72½, 10 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	.... 1 35

ROPE—Manilla 0 08 0 08½
Sisal 0 06¾ 0 06⅞

AXES—Per box 25 9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—

Heavy T and strap	0 03¾ 0 04¾
Screw, hook and strap	2 50 3 60

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons	.... 5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—

Selected packages, per gal.	.... 0 44

2c. extra outside points.

LINSEED OIL—

Raw, per gal	0 43 0 44
Boiled "	0 46 0 47

2c. extra outside points.

GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

range Marmalade	.... 1 50
Clear Jelly Marmalade	.... 1 80
Strawberry W. F. Jam	.... 2 00
Raspberry " "	.... 2 00
Apricot " "	.... 1 75
Black Currant "	.... 1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	.... 2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—	
1 Star Glenlivet, in cases	$8 50 $9 00
3 " "	9 50 10 00
Old Liqueur "	15 00 15 50
Old Glenlivet, in wood, p.gal.	4 25 6 00
Watson's Irish—	
Old Irish	7 50 8 00
Banagher	9 50 10 00
" in wood, per gal.	4 25 5 25
Geo. Sayer & Co. Cognac—	
I Star, in cases	11 50 12 00
V.S.O.P "	16 50 17 00
In wood, per gal	4 50 6 50
Warter & May, Oporto—	
Ports	2 10 6 50
Wisdom & Warter—	
Sherries	2 00 6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75 9 25
" Special Scotch	9 50 10 00
" Special Liqueur, 14 years old	15 50 16 50
In wood—Fine old Scotch	.... 4 40
Special old Scotch	 5

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.
Pony size	$ 7 50	Beer Mug 16 20
Small Med.	7 50	Tumbler 11 50
Medium	10 80	Cream Jug 21 00
Large	12 00	Sugar Bowl 22 50
Spoon	18 00	Caddy 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03¼	0 03¾
Patna		0 04¾
Japan		0 05
Imperial Seeta		0 05½
Extra Burmah	0 03⅞	0 04
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Graud Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

ROOT AND GINGER BEER.

Adams' 10c. size, per doz	$ 80
" " " gross	9 00
" 25 " " doz	1 60
" " " " gross	18 00

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bhls. and kegs	0 04¾
Beoson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINGSFORD'S OSWEGO STARCH

SILVER GLOSS	40-lb boxes. 1 lb. pkgs.,	0 08
	6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08½
PURE—16-lb. boxes		0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	0 07½

There are reasons for it.

FOR WHAT?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

Our sales for the month of March considerably more than doubled the sales of the corresponding month of last year.

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles	0 06
STARCH IN } Silver Gloss	0 07½
BARRELS } Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs.....	0 04¾
Kegs, 100 lbs.....	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case.....	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.....	0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, single barrels....	0 04 7-16
Redpath and St. Lawrence, 5-barrels.....	0 04⅜
Acadia, single barrels....	0 04⅜
" 5 "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05⅝ 0 05½
" in 50 lb. boxes....	0 05½ 0 05⅝
Extra Ground, bbls. Icing....	0 05⅝ 0 05½
Powdered, bbls	0 05 0 05¼
Very bright refined	0 03¾ 0 04⅛
Bright Yellow.....	0 00 0 03¾
Dark Yellow	0 00 0 03⅝
Demerara.....	0 03⅞ 0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails.....	....	1 00
" 3 gal. pails.....	1 35	1 40

MOLASSES.

Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot.....	4 20
Box Lot.....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.....	....	0 35
" " 60 ½-lbs.....	....	0 35
" " 30 1-lbs.....		
" " 120 ½-lbs.....	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

LIPTON'S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets, black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, in caddies.....	0 48
" " in 40-lb. boxes.....	0 48

WASHING POWDER.

"SILVER DUST"

Case.....	72 1-lb. cartoons	5 00
Half case..	36 1-lb. "	2 50
Case.....	24 3-lb. "	4 25
Half case..	12 3-lb. "	2 12
Case.....	100 5-cent packages	3 50
Half case..	50 5-cent packages	1 80

WOODENWARE.

	per doz
Pails, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " " ".....	1 60
" 2 " " " 2.....	1 40
" 3 " " " 2.....	1 55
" " " painted " 2.....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	....	1 60
" XX	....	1 40
" X	....	1 25
" Special Globe..	....	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger.....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross.....	$ 2 00
" 10 " "	1 10
" 2 Tiger, ...	5 00
" 4 " "	2 00

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SOME OF OUR LEADERS ARE:

Pure Calabria "Y & S" Licorice
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Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

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For . . . . .

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

"Bovril Limited"
OF LONDON, ENG.,

Having purchased the business of The Johnston Fluid Beef Co., of Montreal, are now in a position to offer all their products on the Canadian market. . . . .

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The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer $3.00

Send for Samples.

THE DRY GOODS REVIEW
TORONTO . . . . . MONTREAL

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The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

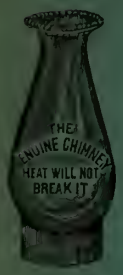
CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

J. K. MACDONALD, Managing Director.
W. C. MACDONALD, Actuary.

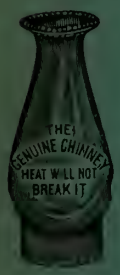
THE "GENUINE"



Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.

EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

GOWANS, KENT & CO., - TORONTO

The Standard of Excellence

Is an enviable record for any product to attain, and as applied to Gelatines is synonymous with

KNOX'S

GELATINE

The Only Pure Gelatine Made.

It received the highest medal at the World's Fair for strength, purity and good flavor. My reputation and my capital stand back of my Gelatine, and I authorize grocers to guarantee satisfaction or money back.

MAKES 2 QUARTS JELLY

Write for Liberal Offer.

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William H. Dunn - - - Montreal
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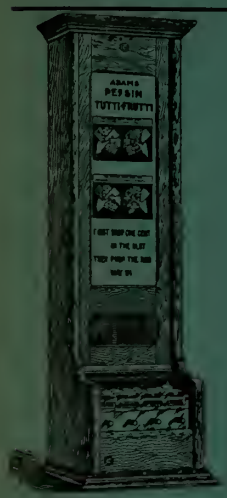
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.

C. B. KNOX,

JOHNSTOWN, N. Y.



AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

CHARLES F. CLARK. President. EDW. F. RANDOLPH Treasurer.

ESTABLISHED 1849.

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MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices, PROPRIETORS

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES **McKinnon Building**
Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

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A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

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The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
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May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

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MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, MAY 7, 1897. No. 19

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In Competition with the World we have received the

HIGHEST AWARDS MADE.

These ...substantiate ...our claim that

COLMAN'S MUSTARD

IS THE BEST IN THE WORLD.

Business.

The better value we give you, the more business you'll give us. That's business. Our business grows. Competition invites prices. Lower prices mean—a lowering of quality. That we will not do. So we take small profits and make quick sales. Business spreads among the smaller grocers—and we are glad to have it so with "Gold Dust." Clean—evenly cut—golden yellow "Gold Dust." The corn meal that always satisfies.

"Gold Dust" Corn Meal

From Manufacturer to Retailer—Direct.

The Tillson Company Ltd.
Tilsonburg, Ont.

Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Toronto and Montreal
W. S. CLAWSON & CO., St. John, N.B.
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Manufacturers' Agents.

Or Address . . . .

Armour Packing Co., Kansas City, U S.A.

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

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STICKY FLY PAPER

The only kind that fulfils all requirements and expectations

Is sold by the following Wholesale Grocers in Canada :—

H. N Bate & Sons - Ottawa Ont.
Black & Co. Truro, N.S
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The Eby, Blain Co., Ltd., Toronto, Ont
H. P Eckardt & Co. Toronto, Ont.
Elliott, Marr & Co. London, Ont.
W. H Gillard & Co - Hamilton Ont
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James Hodge - [illegible] N.S
Hudon, Hebert & Cie, Montreal, Que
Laporte, Martin & Co Montreal, Que
Lucas, Steele & Bristol, Hamilton, Ont
A Macdonald Co. Ltd. Winnipeg, Man
M Masuret & Co. London, Ont
N Quintal & Fils - Montreal, Que
A. Robitaille & Co - Montreal, Que
Geo Watt & Sons - Brantford, Ont

EVERY WHOLESALE DRUGGIST IN CANADA SELLS IT.

Standard Goods THE Best to Handle

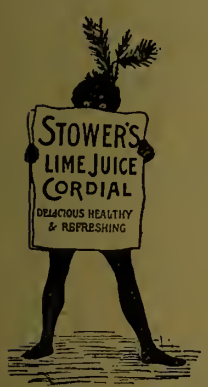
ATTENTION ! ! !

Order Now And Be In Time

STOWER'S

LIME JUICE CORDIAL. PURE LIME JUICE. CLARIFIED LEMON SQUASH

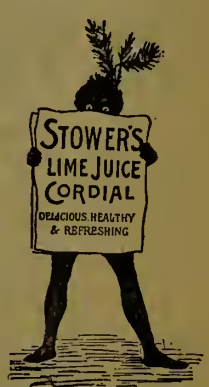
The warm weather will soon be here, so order Stower's preparations now so you will have the Best for your customers.



No Musty Taste or Smell

The Best, Purest and Strongest double refined Lime Juice on the Market.

Made from West Indian Limes.



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Fry's

COCOAS AND CHOCOLATES

AGENTS FOR THE DOMINION

A. P. TIPPET & CO.
MONTREAL and TORONTO

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The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to **100** per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

Do You Sell Crockery?

Then we want your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

GLASS BROS. & CO. *POTTERSBURG P.O.* ***London, Ont.***

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

In ordering Matches, specify **"Eddy's."** The public want them and must have them.

They are never brought back to the store to be exchanged for "good ones," and there never is any variation in their high quality.

All of which shows they are the most desirable matches to keep in stock. . . . . .

The E. B. EDDY CO. Ltd.

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38 Front St. West - - TORONTO
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NEW YORK GINGER ALE

The summer drink---for table use, for picnics, for everybody that wants to keep cool, be refreshed and feel comfortable during the hot months.

A health-giving, delightful beverage. Manufactured on a strictly scientific basis, with most modern machinery. Water carefully filtered, every ingredient tested and approved before mixing.

Quality vastly superior to the ordinary domestic article, and fully equal to the best imported. Over 5,000 cases sold last season.

Put up in one doz. cases, in 5-case lots and over only, 80 to 85c. per case, delivered, according to distance.

W. H. GILLARD & CO.

Wholesale Agents - HAMILTON.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, MAY 7, 1897 ($2.00 per Year) No. 19

THE DEPARTMENT STORE.

THE proposition that I shall try to lay clear to you is that department stores are of great injury to the many in every city where they exist. By department stores we mean stores in which there are departments for the sale of a dozen or so separate and distinct lines of goods. That great collection of shops gathered together under one roof, conducted as a single organization, which seems to exist on a grand scale in almost every large city in the Union.

The clothing store that handles books and tinware, boots and poultry, stoves and candy, drugs and parrots, dry goods and music, groceries and fine arts, and myriads of other lines, and "lops" off by the ears hundreds of other merchants, scattering wreck and ruin to the four winds, and has been a curse in disguise ever since the first was started.

This is the sort of thing we are talking of.

Viewed from a distance, this establishment is a blessing (?). It occupies a big building and pays somebody a big rent; it has several score of salespeople on its several floors, it has several score of packers and shippers, clerks, and delivery wagons, and gives employment in some cases to a couple of dozen cash boys or girls, and several heads of departments, and in this way there is room for from two to three hundred—perhaps in rare New York instances, 1,000—persons.

Pets of the working people are all they who give 500 people employment. Pets indeed! Give 500 people employment, and rob, directly rob, 5,000 other people of employment and reduce thousands of others to half time, or to starvation wages, as I shall presently explain. This life is entirely a human one. We eat and drink and clothe and cover ourselves, and we can manage to do so, by rendering some particular service along that line to some other person who, like ourselves, eats, drinks and clothes himself. Now, the deduction from this is that if each of us can render to the others enough service, we will each obtain our necessaries, and to spare. And will have a comfortable and pleasant existence. If any one man or any set of men gets control of things, he or they will have the luxury, some other, on whom he lives and has his being, the bare necessity, and all the rest want and starvation. If A. B. C. D. E. F. and G. have each a store of some sort, and employ two or three persons apiece in the transaction of their business, and obtain for all, including 25 clerks, a livelihood, it is obvious that if X. opens up an establishment, combining the seven businesses under his one roof in keen competition with them, with his large capital and resources, and causes the seven to lose sufficiently to find business a loss and thus close them out, it is evident that there is a great loss to the community, for one man has succeeded to the business of seven, and perhaps eight or ten clerks in the larger to twenty-five in the smaller. One building is occupied to seven that have been. One owner realizes his rent to seven that have done so. One building is built to seven that have been. Myriads of carpenters, brick and stone masons, plasterers, painters and other craftsmen, and the factories that make this material, and the miners that mine them all are cut in the fact that one man succeeds to the business of seven.

I challenge my opponents to disprove this. I am in this business, and I assert to you without fear of contradiction that the job of building a store for any other than that of a grocer, saloon, druggist or butcher, is a pleasure I have never had, and is one that is so very rare indeed that it is painfully evident. If it were not for the department stores, Easton avenue would not be so bedecked with "For rent" signs and vacancies. Workingmen's "pets" indeed are they that give 500 people employment (and keep them workingmen and servants to their masters all their natural lives). One master mind and 500 subs. What a delicious prospect for the five hundred. Fortunately 400 of the 500 are women, who have no need of prospects.

Their husbands, fathers, brothers might have been working in the stores along Easton avenue and the other thoroughfares, and they might have been taking the world a little easier if it were not for the department stores. As it is, it takes two and three to provide for a family, where formerly, the natural way, one could easily have done so. Better have the three working at one-third each than the one at whole wages. That's one of the department's innovations.

Following is a summary of the vital and hurtful effects of department stores on merchants and people in general.

By means of a large capital and by ability to consume large quantities of goods, a new condition has arisen, in that the establishment is able to buy at lower rates than the jobber, who for countless years has been the go-between from manufacturer and retailer (Rice, Stix & Co., and Ely & Walker).

The Eastern houses, and our own, to a certain extent, are taking to manufacturing for themselves on a large scale, dress making, white goods, millinery, tailoring, hats and caps, boots and shoes, picture framing, printing etc.

They cripple countless merchants in 200 lines of business.

They cripple the real estate market.

They cripple building business, 20 lines.

They cripple the jobbers.

They cripple the manufacturers, 300.

They cripple the independence of countless thousands of merchants.

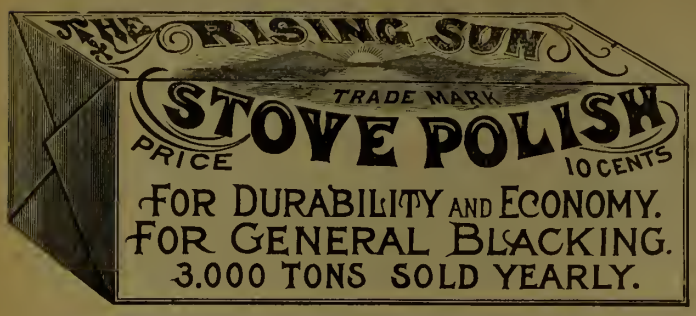
Make man step aside for his woman competitor or reduce his wages.

Create one-man rule and monopolies.

Concentrate the wealth to the favored classes.

The century's end will see the crisis of

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers, also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

the battle ; on one side for supremacy, on the other for existence. The twentieth century will determine the survival of the fittest.—Edward F. Nolte, in North St. Louis Despatch.

CAUSE OF LOW COFFEE PRICES.

THE condition of the market for Brazil coffee is attracting universal attention among the members of the grocery trade, and the constant enquiry is, when and where will the declining tendency stop? One of the peculiarities of the situation is that, in face of the excessive crops, a majority of the holders both here and in Brazil seem to have believed all along that prices would advance. While seeking information in regard to the market condition, several importers were interviewed by a representative of this paper, and the replies of all were almost identical. The following statement was made by a member of one of the most prominent coffee importing firms in the city and seems to cover the ground fully :

"The present decline in coffee is quite different from any other that we have had of late years, and only compares with the decline of 1882. Since coffee has been dealt in on the exchanges rapid declines or advances have taken place at times owing to either bull or bear speculation, and in such cases a heavy decline would be checked by the successful bears covering their shorts and a heavy advance by successful bulls selling. Such is not the case, however, this year. Speculation has been lifeless—in fact, less than at any time we remember. The coffee trades, both here and in Europe, have been almost uniform believers in higher prices, and have bought without stint, until everybody is carrying as much stock as he can afford. They cannot easily increase present holdings even if they have confidence in the price, because in most cases their capacity is filled.

"While in former years there have been both bull and bear operators, in Brazil for the past four years there have been only bulls, and people interested in giving out as favorable information as they could in the interest of coffee. I do not believe a single reputable house in Brazil would have willingly misrepresented crop estimates during the financial distress existing there for the past eight months, either for this crop or the next. On the contrary, I believe that the most conservative ones would make as small an estimate as they possibly could compatible with truthfulness and their reputation.

"I believe there is no doubt in the world that the present crop will exceed eight and one-half million (8,500,000) bags, and I have no doubt that the next one is not more than one-half a million (500,000) bags smaller in each place—that is, Rio and Santos—making the total production for two years in Brazil fifteen and one-half millions (15,500,000) bags, or seven and three-quarters millions (7,750,000) bags on an average. The production of other coffees than Rio and Santos will be somewhere between five and one-half (5,500,000) and six million (6,000,000) bags, so that the total production for the current crop will not be less than fourteen million (14,000,000) bags. For the season of 1897-98 the output promises to be not less than thirteen million (13,000,000) bags.

"I believe that the production of mild coffee is about the same as in the past, and, if changed at all, rather on the increase and not on the decrease. As to the present outlook, the visible supply on July 1 will be between four and three-quarters million (4,750,000) and five million (5,000,000) bags, which will increase during the next crop year.

"Now, as you know, the tendency of values of raw materials the world over has been steadily downward. The value of sugar is about one-third of what it was fifteen years ago, iron probably one-third, lard one-third, corn one-third, spices and tea one-third, while wool, cotton and wheat are anywhere from 40 to 50 per cent. less than they were then. Coffee is the only article which has held its own since 1862. In fact, it is higher now than it was then, while the cost of production, transportation and handling it has decreased everywhere. For this reason the only argument in favor of coffee, the price itself, is not absolutely tenable. The price, indeed, is of great consequence as soon as it gets below the cost of production ; but coffee is a long way from that. In Mexico, Central America and Venezuela the farmers still make one hundred (100) per cent., formerly two hundred (200). In Brazil, we are told, the cost of raising coffee is five (5) milreis for the ten (10) kilos. The price to-day is between eight (8) and nine (9) milreis. The idea that speculators will be found to carry the article is not likely to be correct. Why should they do this for coffee, which is much above the cost of production in price, while there are a great many other products, like corn, lard and sugar, which are below the cost of production or at cost?

"As regards the outlook at the present moment, there is a stock in Rio and Santos of over seven hundred thousand (700,000) bags in the hands of dealers, a large number of whom have failed, and nearly all of the others are financially so weak that they are almost helpless. The decline comes from these causes, and is likely to continue. The season of the year—April, May and June—is not at all favorable for handling the actual coffee. It would be quite different if this price existed in September and October, which is at the commencement of the active season. Opinions generally are valueless. It is a market of supplies only. Before we can see a betterment there must be a liquidation of the weak holders in Brazil, Europe and the United States. After this we shall see at what prices the market will settle. Do not forget that from 1882 to 1886 the market remained at lower figures all the time. An article that declines of its own weight has little recuperative power, and on this account we must look upon the general condition with the greatest precaution."—New York Shipping List.

The Salt that's ALL Salt

is fast being recognized by everybody as the best salt for every purpose. It's made from the best brine by the best process, with the best grain. You keep the best of other things; why not keep the best of salt? Your customers will appreciate it as they appreciate pure sugar, pure coffee, and tea.

Diamond Crystal Salt

Being free from all chlorides of calcium and magnesia, will not get damp and soggy on your hands. Put up in an attractive and salable manner. When your stock of salt is low, try a small supply of "the salt that's all salt."

LUCAS, STEELE & BRISTOL, Agents - HAMILTON

Have YOU thought about the coming season, the warm months which will bring enquiries for cooling beverages? WE have, and have a large line from which you can select:

HIRE'S ROOT BEER
WILSON'S ROOT BEER
HENDERSON'S EXTRACT OF WILD CHERRY with counter outfit.
STOWER'S LEMON SQUASH
ROSE'S LIME JUICE
ROSE'S LIME JUICE CORDIAL
SOVEREIGN LIME JUICE

Do not wait till you are asked for these goods and then miss a sale by not having them, but order now from

JAMES TURNER & CO. - - HAMILTON, ONT.

There are others!

But compare them with

"REINDEER" BRAND

CONDENSED MILK, CONDENSED COFFEES, EVAPORATED CREAM

These goods are asked for!

Importers and Wholesale Grocers.

Come along and Give us a Trial

We are carrying long lines of all kinds of Tea which were bought when market was low. Our Groceries are all fresh and bought at cash prices.

Yours very truly,

THOS. KINNEAR & CO. 49 FRONT STREET EAST **TORONTO**

MANUFACTURE OF STEARINE.

FATS, as tallow, palm oil, cocoanut oil, etc., are compounds of glycerine, or, rather, the basic radicle of glycerine, with two or more acids, the so-called fatty acids. The most important of these are stearic acids, the characteristic acid of tallow; palmitic acid, the characteristic acid of palm oil; both these acids are solid. Another acid is oleic acid, which is a liquid acid, present in almost all oils and fats, particularly in the liquid oils, such as olive oil, cotton oil, etc. The combination of stearic acid and glycerine is known as stearine; that of palmitic acid and glycerine as palmatin; that of oleic acid and glycerine as alein. Besides these three acids other fat acids are known to be present in particular oils and fats, as, for instance, linolic acid in linseed oil and rizinoleic acid in castor oil; with these, however, we have no concern at the present moment. When any of the fats named are boiled with a solution of caustic soda, they undergo the operation known as saponification, which is that the fat is decomposed, glycerine is set free, while the fatty acid combines with the alkali to form soap. If now the soap be treated with sulphuric acid it is in turn decomposed, and the fatty acid is liberated in the free condition. When tallow or palm oil are thus treated, there is obtained a mixture of stearic or palmitic acid, with oleic acid, according to the fat used. By maintaining the mixture of fat acids at a moderate heat, just below the melting point of stearic or palmitic acid, these solid acids tend to crystallize out, and then by placing the mass in cloths and subjecting them to pressure, the oleic acid flows out, leaving the solid stearic or palmitic acid behind; this article forms the stearine of commerce. The method of preparing the fatty acid above indicated is at once expensive and roundabout and in practice other and more economical plans are employed. In the manufacturing processes in use to-day one of the principles employed is the one first described by Chevreul, that when fats are heated under pressure with a comparatively small quantity of lime they are completely decomposed into a mixture of lime soap, free fatty acid and glycerine, and by subsequent treatment with a little sulphuric acid is obtained in the free condition.

Stearine manufactured by the lime process is usually known commercially as "saponified stearine" while that produced by the distillation process is known as "distilled stearine"; but from a practical point of view there is no difference between them, both may be used indiscriminately for the same purposes.

The apparatus required for carrying out the "distillation" process, as constructed by a well-known firm of London engineers, consists essentially of two portions, a still and acidifying vessel, with several adjuncts. The acidifying vessel is made of copper, about 7 feet in diameter by 8 feet high, and weighs 39 cwt. The fat is treated in this with from 3 to 6 per cent. of sulphuric acid, the strength of the acid being 1.82 to 1.84 sp. gr. Generally the mixture of fat and acid is heated by a current of superheated steam sent through it. After standing the mass is blown over into a charge tank placed about the still. The still is made of copper, 7 feet 6 inches in diameter and 8 feet deep. It is heated by a furnace, and is in connection with a superheater. Prior to running into the still the mass is boiled with water in the charge tank. This cleanses the fat from all excess of acid, and makes it ready for the still. The fat in the still is subjected to the joint action of direct heat and of superheated steam, it is decomposed, the products passing over into an upright tubular condenser, where they are condensed and fall into a box, there separating into two layers, the upper one of fatty acids, the lower one of water containing the glycerine. The fatty acids are then subjected to hydraulic pressure to separate the solid stearine from the liquid oleic acid.

The "saponification" process is carried on in an autoclave under pressure. The fat is first melted, then mixed in a mixing tank with revolving stirrers, with from 3 to 6 per cent. of its weight of lime previously made into a milk water and sieved from any particles of grit.

The autoclave is a boiler-shaped vessel made of copper, of from three-fourths of an inch to an inch in thickness, sometimes fitted with an agitator, and made large enough to hold three tons of fat. It is supported on one end in a brick-work chamber. When all the fat and lime has been run in, high pressure steam is sent into the autoclave until the pressure reaches about eight atmospheres, the length of time ranging from four to eight hours. Then the passage of the steam is stopped and the contents allowed to rest, when they separate into two layers, the lower one—the "sweet water"—containing the glycerine, the upper being a mixture of fatty acids and lime soap. Both are run out into separate tanks, the sweet water to be treated for glycerine, the fatty acids, etc., into a lead-lined tank. Here it is treated with hot dilute sulphuric acid, which decomposes the lime soap and liberates the fatty acids. These are collected and subjected to hydraulic pressure, as is the case with the distillation process. Also the fatty acids may be further purified by distillation, if necessary.

WHALES ARE HARD TO FIND.

The motive which has begun a new period of Antarctic exploration is very evident and definite indeed. The supply of right whales has practically given out in the North, owing to the over-demand caused by the high price of whalebone. The oil, to be sure, is not worth nearly so much as in the palmy days of New Bedford and her sturdy whalers, by reason of the cheap production of its rival, petroleum. But the bone is sold for $5 a pound, and a right whale may have in his capacious jaws a whole ton of the precious commodity. With each animal furnishing a small fortune for a seafaring man, it is not surprising in these days of harpoon guns and steamships that the Arctic Ocean has been plundered of its whale wealth. So whalers are turning their attention to the waste of unexplored waters. Ross thought he found right whales in 1842, but Borchgrevink and his contemporaries failed to come up with them.—Scribner's Magazine.

Table Ebenr. Roberts Jellies

Unequalled for Purity, Flavor and Excellence

We have another shipment of these famous jellies arriving this week. Complete assortment. All flavors. Quarts, pints and half pints.

THE DAVIDSON & HAY, Ltd.

WHOLESALE GROCERS — *TORONTO*

TELEPHONES 399 AND 1399.

READ THIS

Dear Sir, St. Marys, Aug. 3rd 1892.

The following may be of use to you: "A customer of mine, who keeps a butcher shop in this town, bought a 10 cent package of your Fly Pads from me and in ten days killed over a BUSHEL MEASURE OF FLIES" Yours truly,

F. G. SANDERSON.

FLY PADS are always round, and every **PAD** is printed as above. Take no imitations. every Druggist should have the genuine

WILSON'S FLY PADS.

CAUTION . .

Dealers are warned that there are **ILLEGAL IMITATIONS** of **FLY PADS** on the market. We intend protecting our rights in this article, and after this notice any dealers who sell as **FLY PADS** any goods not made by us, and are in consequence fined or imprisoned (the penalty in such cases), will have only themselves to blame.

Archdale Wilson & Co.

Wholesale Druggists, **HAMILTON.**

Proprietors of **WILSON'S FLY POISON PADS.**

That's what

created such a bubble of excitement at the Hamilton Pure Food Show. The excitement is not yet over, for the other places which did not have a pure food show are becoming excited because they can't get supplies of Pure Gold Powdered Jelly as quickly as they need it. We are allaying this excitement as rapidly as possible.

If you are excited enough to order a case your customers will soon excite you to duplicate your order.

Six most popular flavors, 3 doz. in case.

Have we your order ?

PURE GOLD MFG. CO.

TORONTO.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

WARREN BROS. & CO. are booking an unusually large number of importation orders for their special brand of "Butterfly" Japan tea. The facing label of this brand of tea is handsome and striking this year. Its background is deep red, and the lettering is in black, and the butterfly—the trade mark—is in gold.

Warren Bros. & Co. are offering a line of English camphor in one-ounce blocks.

Buyers of "Circle" tea who have missed getting tea books are requested to advise Lucas, Steele & Bristol.

New season's marmalades (Southwell's) just at hand per Rosarian for Frank Magor & Co., Canadian agents.

"Red, White and Blue" baking powder, one dozen in case, packed in Gem jars, is for sale by Lucas, Steele & Bristol.

A. E. Richards & Co. report the arrival of another shipment of Gaskin's Colonial cocoa. All back orders can now be filled.

"Washington" lye, in 5 and 10c. cans, is for sale with Lucas, Steele & Bristol. It is packed in cases 4 and 8 dozen each.

The F. F. Dalley Co. have up to date this year manufactured and shipped more "English Army" blacking than they did all last year.

Lucas, Steele & Bristol have Pure Gold powdered jellies in following flavors: Lemon, orange, grape, pineapple, raspberry and strawberry.

Robert Greig & Co. are sending an interesting book of puzzles, illustrated in colors, entitled "Fun Among the Matches," on receipt of a three-cent stamp to cover postage.

The demand for Robinson's patent barley and Robinson's patent groats has recently been so great that additional orders have been cabled to the makers for supplies. The Montreal agents, Frank Magor & Co., find that their orders are doubling up yearly.

During spring cleaning and house moving all good housekeepers use extra quantities of laundry blue, and the enquiry this season for Keen's Oxford blue has been phenomenal. Orders for this article have already been booked by Frank Magor & Co., Montreal, from far-off British Columbia in the west to Halifax and St. John in the east.

W. H. Gillard & Co. have again been appointed wholesale agents for Pilgrim Bros. in the sale of their New York ginger ale and other summer beverages. Last season Gillard & Co. sold over 5,000 cases, and this year they anticipate even a larger demand. The manufacturers have put in a complete new equipment of machinery and state that the quality this season will be even better than before.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

The Eby, Blain Co., Ltd., are offering exceptional values in Ceylon and Indian teas, which they claim defy competitian.

Robert Greig & Co.'s jelly powder, "Tryphosa," is a line that wins instant favor. Repeat orders are received daily.

The Eby, Blain Co., Ltd., report the arrival of a shipment of Clark's canned meats and potted game delicacies for their summer trade.

The Eby, Blain Co., Ltd. report large sales of the celebrated Bensdorp's Royal Dutch cocoa for which they are wholesale agents.

Pratt's Cattle Foot is a certain preventative and cure for hog cholera and other diseases of cattle. Robert Greig & Co. are agents.

"We are making a special drive in California evaporated peaches, apricots, prunes and pitted plums and French prunes. The prices are right," say The Eby, Blain Co., Ltd.

Seville orange marmalade, sold by W. H. Gillard & Co., is becoming well and favorably known with the trade, and enjoys a large sale on account of its absolute purity and delicacy of flavor.

With the hot weather comes a large demand for Stower's lime juice, lime juice cordial, lemon juice syrup, and lemon squash. They are all in stock with the Eby, Blain Co., Ltd. They solicit correspondence.

IT DREW A CROWD.

A curious idea which attracted dense crowds of spectators until the police made the storekeeper take it out of his window was the rude figure of a man whose clothes were made of light burlap, covered entirely with old postage stamps. The pants were blue one-cent stamps, the vest red two-cent, the coat brown five-cent. the collar blue, and the hat brown with a blue and red band; the face was an ordinary mask. This was on Nassau street, in the Tribune building, and may give an idea to some retailer who loves a crowd. Make the burlap suit first, and then paste on the stamps. —Tobacco.

T. B. Mishaw, 342 Parliament street, Toronto, has retired from business.

A GROCER WEDS.

A PRETTY wedding took place in Guelph on Monday morning, 26th ult., in the Church of our Lady, when Mr. Thos. P. Heffernan, the well-known grocer on West Market Square, that city, son of Mr. Thos. Heffernan, the late respected collector of Customs, was married to Justinia Hanlon, daughter of Mr. James Hanlon, farmer, Puslinch. The bride looked charming. She was attired in bluet and pink shot silk. The waist was trimmed with chiffon, embroidered with gold, finished with a corsage of white satin, hat and gloves to match. She carried a beautiful bouquet of white roses. The bridesmaid, Miss Julia Hanlon, the bride's sister, was dressed in bluet poplin, the waist being trimmed with shot silk, embroidered with silver. She carried a bouquet of pink roses.

The groom was supported by his cousin, Mr. Wm. Gay, grocer, Guelph. The bride was given away by her brother, Mr. James Hanlon, jr. The ceremony was performed by Rev. Father Kavanagh. The music at the mass was very fine.

After the ceremony the wedding party drove in carriages to the residence of Mr. Hanlon, where the wedding breakfast was waiting. The room was beautifully decorated with flowers of various hues, Union Jacks, etc. The presents were numerous, useful and handsome. The happy couple left the same afternoon by the 2.50 train for the west amid the well-wishes of their large circle of friends. THE CANADIAN GROCER extends its congratulations.

SUPERB PICKLES.

Williams Bros. & Charbonneau, of Detroit, Mich., are busy with their campaign for 1897. The success which has attended this firm in putting their East India pickles on the market simply shows what can be done with a first-class article well advertised. Orders are constantly coming from all parts of the country, and many cases are now being exported. Every season sees an increasing business, and it is only necessary to try the pickles once in order to make lasting friends. They are profitable goods, too.

CHARACTER IN BUSINESS.

The man who succeeds succeeds for the most part through character, writes E. L. Godkin in The Atlantic Monthly. It is chiefly in character that Mexico differs from the United States, Spain and from England. Not only are all our religions and philosophies really meant to build it up or sustain it, but so, also, are all our social arrangements. In hiring, and contracting, and lending and crediting we rely on character. In nearly every transaction of life it is on character rather than on law that we place our faith.

Dried Apples

We are wanting a few cars of No. 1 Stock. Write us for prices and send samples.

EVAPORATED APPLES

We have a few carloads still in stock. The price for these goods is advancing. Place your orders now and get in on the ground floor. . . .

JELLIES AND JAMS

Our sales have been beyond our expectations. Quality and price right. We guarantee satisfaction. Try them.

Finest Quality Pure CIDER VINEGAR

10c. gallon, barrels $1.50 extra. Terms cash. F.O.B. Belleville. . . . . .

R. J. GRAHAM . .

Belleville, Ont.

There is nothing so annoying as poor Blacking.

THEN WHY NOT HANDLE THE VERY BEST?

. . . WHICH IS . . .

ENGLISH ARMY BLACKING

Sold by all wholesale houses throughout Canada, and by

THE F. F. DALLEY CO., LIMITED

HAMILTON, CAN.

VERY OLD HIGHLAND WHISKY.

GOLD MEDAL CALCUTTA EXHIBITION

Cockburn & Co.

ESTABLISHED 1796. *Leith & London.*

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

FIRE NOTICE.

On account of the fire which occurred in the top storey of our warehouse on Thursday last we have been compelled to take another warehouse, which we have secured at No. 9 Front street east, where we are putting in a fresh stock and are again ready for business. We propose holding a

Salvage Sale by Auction

next week of our old water-damaged stock, consisting of TEAS, SUGARS, COFFEES, SPICES, TOBACCOS, CANNED GOODS, etc. The trade will be given due notice of this sale.

H. P. ECKARDT & CO.

Wholesale Grocers — TORONTO

"Rose Brand" Lard in Parchment Bags.

Delicate—delicious—firm and white. Entirely free from taste or smell. Absolutely pure. Rendered in open kettles from the finest leaf lard that it is possible to buy.

Put up in Parchment Bags because it is made especially for your very best family trade. It is distinctly a "particular folks," Lard.

The Geo. Matthews Co'y. Ltd.
Ottawa and Peterborough.

Looking 'round . . .

for better Mince Meat will bring you back again just where you started. You won't find a better article in the world than

WETHEY'S CONDENSED MINCE MEAT

because it combines the purest and best meat, fruits and spices procurable. Nothing second rate is used.

J. H. Wethey, Mfr., St. Catharines, Ont.

THE CANADIAN GROCER

BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO. Limited

Fine Magazine Printers and Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
MONTREAL: Board of Trade Bldg. Telephone 1255.
EUROPEAN BRANCH: Canadian Government Offices 17 Victoria St., London, S.W. R. Hargreaves, Manager.
John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

EXTENDING OUR TRADE WITH THE WEST INDIES.

VARIOUS attempts have been made by Canada during the last few years to extend her export trade with the British West Indies, but the results have not, on the whole, been satisfactory.

There are primarily two causes for this. They are (1) the lower freight rates which are enjoyed by exporters from the United States, and (2) the want of an efficient and reasonably cheap cable service to those islands.

Due largely to the C.P.R. authorities, a remedy for the former difficulty has been secured.

The remedy is in the shape of an arrangement with the Pickford & Black line of steamers running from Halifax and St. John, whereby the latter has agreed to reduce its rates to the figures obtaining on the lines plying between New York and the British West Indies, while the C.P.R. has also fixed a special export rate for Western Ontario, in order to meet the competition of American roads.

Besides what it has done in the way of freight rates, the railway company has also despatched a commissioner to the West Indies, with instructions to ascertain what products of Canada are most likely to sell in those markets, together with the most suitable packages for shipping these goods in.

Of course, the C.P.R. is working in its own interests as well as in those of the country, but its efforts are none the less worthy of commendation. It exhibits enterprise, and enterprise is always laudable.

It is a fact, although perhaps not generally known in the West, that a great deal of Canadian products for the West Indies from as far east as Prince Edward Island, Nova Scotia and New Brunswick, are exported via Boston and New York in spite of the fact that all those provinces have seaports at their very doors.

That the West India trade is worth cultivating is obvious. They are large importers of potatoes, fish, flour and provisions, and all these and other things Canada is well able to supply. In flour alone their wants are about one million dollars' worth annually, yet our total exports of this commodity last year were valued at less than five thousand dollars.

Taking our exports of all kinds, they only aggregated $2,810,817. The United States, on the other hand, last year exported to the West Indies goods to the value of $26,541,529. To the British West Indies alone they sent $8,732,477 worth against our $1,627,388 worth. In other words, the United States does about 80 per cent. more trade in the one instance than we do and 120 per cent. in the other.

Canada's chief exports to the British West Indies, according to the latest returns, are: Live animals, $27,496; breadstuffs, $77,037; coal, charcoal, etc., $16,315; drugs, dyes, chemicals and medicines, $20,112; fish, $1,110,721; leather and manufactures of, $16,852; iron and manufactures of, $4,143; musical instruments, $2,205; provisions, $31,339; ships, $5,450; tobacco and manufactures of, $5,497; potatoes, $70,673; wood, $125,916. Compared with the previous year there has been a decline in the exports of all the above articles except leather and manufactures of.

It is about time Canada bestirred herself.

At a meeting of the Stratford (Ont.) Board of Trade held a few days ago the meeting adjourned till May 14 in order to give the members an opportunity of saying whether they wish the board to be continued or not. If Stratford's business men are wise they will answer in the affirmative and then infuse new life into the organization. Stratford can as little afford to be without a board of trade as a man can his right arm.

OUR IMPORTS FROM BRITAIN, GERMANY AND BELGIUM.

THE minimum tariff under which goods of British production are given a preference in the Canadian market is still the subject of a great deal of interest, particularly in view of the fact that the consuls of both Germany and Belgium have instructed importers of goods from their respective countries to pay their duties under protest.

The reason of this action is, of course, based upon the contention that under the Imperial treaties with these countries a British colony cannot give the products of the Motherland a preference in its markets without extending the same to the products of their respective countries.

The countries directly interested in the controversy which has arisen over the action of the Dominion Government are Great Britain, Germany and Belgium. A reference to Canada's trade with these three countries will therefore be timely.

Our aggregate trade last year with Great Britain was $99,670,000; with Germany, $6,688,990, and with Belgium, $1,018,789. Compared with our total trade with all countries Great Britain's is about 43 per cent., Germany's about 2.6 per cent., and Belgium's .4 per cent.

Taking the goods entered for home consumption, as well as their percentage to the whole, we find the following results: Great Britain, $32,979,742, or 29 per cent.; Germany, $5,931,459, or 4.5 per cent.; Belgium, $920,758, or .83 per cent.

The exports of the Dominion were $66,690,288 to Great Britain, $757,531 to Germany, and $98,031 to Belgium. The percentages of these to the total export trade of the country were: Great Britain, 54.54; Germany, .6; Belgium, .08.

Our export trade to Great Britain is a growing one, that to Germany and Belgium is a declining or irregular one. When we consider our import trade we find the opposite conditions obtaining. Our imports of British goods were, with one exception, last year the smallest on record, while those from both Germany and Belgium were the largest on record. Compared with the previous year, the imports of Belgian goods in 1896 were over 100 per cent. larger.

Canada's principal imports, dutiable and

free, from the three countries named were in 1896 as follows :

FROM GREAT BRITAIN.

	Dutiable.	Free.
Books and other printed matter	$ 222,296	$133,208
Cotton and manufactures of.....	3,366,502	191,058
Drugs, dyes, chemicals and medicines.	250,689	653,005
Earthenware and china.....	381,495	.....
Fancy goods.....	916,933	.....
Flax, hemp or jute and mnfrs. of. ...	1,414,404	827,237
Dried fruits	89,786	.
Furs and manufactures of	324,098	154,731
Glass and manufactures of	215,344	.....
Gloves and mitts of all kinds	268,247	.....
Gutta percha, India rubber, etc ...	118,657	20,127
Hats, caps and bonnets	805,426	47,922
Iron and steel and manufactures of...	2,407,955	749,429
Lead and manufactures of.....	126,041	11,583
Tin " " "	4,199	928,749
Miscellaneous metals and minerals, and manufactures of.....	72,671	432,244
Oils.....	370,770	13,608
Paints and colors.....	226,916	55,180
Pickles, sauces and catsups	83,112	.....
Salt	71	280,330
Silk and manufactures of	1,901,627	.....
Spirits and wines.....	410,204	.....
Sugar, above and under No. 16 D.S...	59,012	.....
Tea	4,076	943,681
Wool and manufactures of.....	6,970,010	337,337

FROM GERMANY.

	Dutiable.	Free.
Books, periodicals and other printed matter..... .... $	35,100	$ 1,707
Buttons	32,442	2,289
Cotton and manufactures of.....	115,517	361
Drugs, dyes, chemicals and medicines.	82,231	183 069
Earthenware and china.....	82,947	.....
Fancy goods	178,856	.....
Furs and manufactures of	199,576	145,070
Glass and manufactures of	164,951	.....
Gloves and mitts of all kinds.....	197,468	.....
Leather and manufactures of	55,915	.....
Iron and steel and manufactures of..	375,200	84,948
Metals and manufactures of, all others n.e.s.....	31,734	115,834
Musical instruments and parts of.....	57,233	.....
Paints and colors.....	138,803	9,955
Paper and manufactures of..... .	56,039	510
Silk and manufactures of.....	107,769	....
Sugar, all kinds.....	2,390,929	157,096
Wool and manufactures of.....	862,906	3,160

FROM BELGIUM.

	Dutiable.	Free.
Books, periodicals and other printed matter..... .$	1,928	$ 2,274
Cement	79,370	.....
Cotton and manufactures of.....	3,672	.....
Drugs, dyes, chemicals and medicines.	1,099	3,737
Flax, hemp, jute and manufactures of	6,313	.....
Furs and skins, dressed and undressed	3,530	.....
Glass and manufactures of..	247,496	.....
Metals.....	45,844	51,588
Paints and colors...	18,287	.....
Paper and manufactures of	5,900	.....
Sugar.....	396,283	.....
Wool and manufactures of.....	11,295	6,609

OPENING OF THE TEA MARKETS.

The Japan tea market opened on Saturday last at prices 10 per cent. higher than last year, and ths market for northern China teas will open in about a week, picking having begun a month ago.

Owing to the new tea inspection law in the United States, it has been decided by the growers of Pingsuey teas to reduce the output this season by one-third.

RICE MILLS WILL SHUT DOWN.

IT is now announced as a certainty that unless the Government agrees to allow some modification of the duty on paddy rice the milling of rice in Canada will cease. The Mount Royal Milling Company have announced their determination to this effect.

In the event of the Government refusing to listen to their petition they will go out of the business of cleaning and milling rice, but will still continue trading as importers and brokers.

A deputation composed of Mr. C. P. Hebert, of Hudon, Hebert & Cie., Mr. Ross, of the Mount Royal Milling Company, and several other grocers went up to Ottawa on Tuesday to lay the facts before the Government. They will point out that with the duty as it now is it is utterly impossible to continue the profitable milling and cleaning of rice in Canada.

As a consequence of this uncertainty values on rice are unsettled and jobbers have altered the basis of quotations entirely in this province. The schedule is now arranged as follows :

Combined for the whole of the province of Quebec; ordinary rice, B grade, or any other quality equal or inferior :

	In bags, 250 lbs.	In ½ bags, 100 lbs.	In ¼ bags, 50 lbs.	In pockets, 25 lbs. ½ " 12½ "
1 to 4 bags (or equal quantity).....	$3 50	$3 55	$3 60	$3 65
5 to 9 " " "	3 45	3 50	3 55	3 60
10 bags or over.....	3 40	3 45	3 50	3 55

Terms: 30 days or 1 per cent. 10 days in both the Montreal and Quebec districts.

WHO BUYS OLD RUBBER?

A subscriber writes : "Could you give me the address of firms that buy old rubber shoes (manufacturers, not dealers) at Buffalo, N.Y.?"

Remarks.—If any of our readers can furnish the desired information, will they kindly address this paper?—THE EDITOR.

UNPROFITABLE TEA SPECULATION

Private cables received on Monday stated that the Japan tea market had opened strong at an advance of 10 per cent. in prices over last year, while the quality was only fair.

This fact has not prevented a distinctly easier feeling on old crop teas. Speculators who imported round lots in the expectation of a duty have given up hope of finding buyers for all between now and the arrival of new crop, and have re-shipped the bulk back to New York, because they consider the chances better across the lines.

The new U.S. tea inspection law also acted as an incentive for export.

MOLASSES DECLINES.

THE molasses market has been subject to frequent fluctuations this spring at Barbadoes.

Values at the Islands first of all opened at 11c. Then they promptly declined 3c. to 8c. first cost at the plantation. After touching this figure they recovered 1c. and ruled pretty stable for a week or so at 9c. It was at this figure that some of the most important contracts on Canadian account were put through, which is about equivalent to 21c. nett cash ex wharf Montreal.

About four cargoes are, it is understood, on the way for Montreal on this basis, and one or two for Quebec.

Later, however, prices declined to 8c. again, and finally at the close of last week 7c. was cabled from Barbadoes. Although it is claimed that business is difficult to effect at this figure, large jobbing houses in Montreal admit that they have been offered the figure direct.

The jobbers last week arranged their prices on new Barbadoes and Porto Rico to arrive as follows : Fifteen puncheons and over, 25c.; smaller lots, 26c. This is equivalent to a decline of about 1½c. on the basis ex store.

ADVANCE IN TOBACCOS.

A special meeting of the Toronto branch of the Dominion Guild was held on Wednesday afternoon for the purpose of considering the price of tobacco.

The opinion was that the price of all plug tobacco made from foreign leaf, in view of the duty, should be advanced 14c. per lb. making the price of such tobaccos as "Prince of Wales," "Brier," "Myrtle Navy" and "Something New," 62, 61, 74 and 79c., respectively. But it was decided to leave the market an open one until there has been a further consultation with the trade. Cut tobacco has yet to be considered.

The terms will also be changed, and hereafter will be 30 days or 1 per cent. 10 days.

GET OUT THE BRIGADE.

THERE is a time for everything. While a merchant should strive to keep his place of business clean and tidy at all times, there is always a certain time of the year when the broom and bucket brigade should wage a more than usually vigorous warfare against uncleanliness. And that time is the spring of the year.

In the highways and field, in the streets and lanes, the bright sunshine and bustling spring winds clean up the winter's accumulation of dirt and impurities. But in the store, in the cellar and in the storehouses the spring cleaning up process devolves upon the energy of man.

It does not matter whatsoever be the character of the business, the store and warehouse can be and should be cleaned up.

There are two chief reasons for a vigorous spring clean up. The one is that it makes the store and stock more inviting to customers. The other is that it improves the sanitary condition of the premises, making them healthier for those whose duties compel them to remain in them the greater part of each day.

Order out the broom and bucket brigade. Sweep or scrub out every corner, from cellar to garret. And the yard: Rake it up. Get behind the packing cases and clear away the winter's accumulation of dust and dirt. After the cleaning up is done, let there be plenty of ventilation and a liberal use of disinfectants in dark corners and places where filth may have accumulated.

ADVANCE IN PAPER FLOUR SACKS.

Some time ago THE CANADIAN GROCER intimated that it was probable a higher price would be fixed on paper bags.

That has now been partly fulfilled, we understand, an advance of from 10 to 15 per cent. or thereabouts having been made in the price of paper flour sacks by at least one maker.

This maker is reputed to have declared that he has stopped cutting, and that the new net cash price-list which he has issued will be strictly adhered to, the cost of making and printing having been figured down to the lowest point consistent with strength and quality.

Although the cutting on flour sacks was deep, yet it is said not to have been so deep as the cutting on ordinary paper bags, and it is probable that an advance will take place in the latter as well before long.

H. P. ECKARDT & CO.'S FIRE.

THE fire in the wholesale grocery warehouse of H. P. Eckardt & Co., a brief reference to which was made in our last issue, was not extinguished until after two or three hours' hard fighting by the firemen. The fire, however, was confined to the top flat, and the chief damage was therefore done by water, large quantities of which were poured into the building. The front elevation suffered the most, and as holes were quickly cut through the flooring and the water let off, the damage was less than it otherwise would have been.

The arbitrators are busy at work, and until they conclude their labors the exact loss will not be known. Approximately it is estimated at $50,000, and is covered by insurance. The cause of the fire is unknown.

The damaged stock, valued at about $50,000, will be disposed of by auction. The sale will begin on Thursday next, the 13th inst., at 10 o'clock, and will be continued from day to day until the whole stock is disposed of. The stock consists of sugars, teas, coffees, spices, canned goods, tobaccos, etc., and will be sold without reserve.

In the firm's advertisement, which appears in another column, it will be noticed that no reference is made to the date of the sale. The reason for this is that the advertisement went to press before the date of the sale had been fixed.

The firm is at present temporarily occupying No. 9 Front street east, and will remove back to their old premises when they have undergone the necessary repairs.

NEW TEA INSPECTION LAW.

The new tea inspection law adopted by the last Congress went into operation on Saturday last, the 1st inst.

Samples of the standards fixed by the experts have been received by Mr. A. B. Lambe, of Toronto, and those in the tea trade desiring to see them can do so at his office No. 6 Wellington street east. The samples, as a rule, are high.

A well-known tea man, in conversation with THE CANADIAN GROCER, ventured the opinion that the standards would deteriorate from year to year. "You see," he said, "next year's standards will probably be fixed by a comparison with those of this year. By that time, of course, this year's samples will have deteriorated. The test, you know, is made in the cup."

TELL THE TRUTH.

A lady went into a well-known grocery store and asked to see some pineapples. The groceryman showed her the best he had. The lady wanted to know if they were the best that could be got. He said that they were, and it was only once a year they could get this particular kind.

The lady wanted to impress upon the salesman that she wanted an extra fine one, so he requested her to ask Mrs. A——, his wife, if what he said wasn't true. "We have that same kind every week during the season in our house," he said.

When the lady came out she said to herself: "What a liar that groceryman is."

If people when selling goods would tell nothing but the truth it would be far better for their business, and the general public would think a great deal more of them.

RAISINS ON THE COAST.

Referring to the situation of raisins on the Coast, The California Fruit Grower says in its issue of the 24th inst.: "The quantity on hand amounts to about 200 cars, of which the co-ops hold 100 or more cars; the balance is divided between eight or ten holders. What little demand there is calls for 2 and 3-crown goods. Reports reach us from Fresno stating that growers are much alarmed at the appearance of the thrip or vine-hopper in vineyards. These little sap-sucking insects are reported to have settled on the vines in countless numbers and are doing much damage to the new growth. It is a troublesome pest to deal with, but we hope the growers will be more successful in their efforts to rid their vineyards of them than we have been in our experiments during the past three or four years with vine-hoppers in Colusa county. Overland shipments for the month of March were 1,506,000 pounds."

A MERCHANT'S DEATH.

Mr. T. W. Tate, general merchant, Embro, Ont., died on the 5th inst. Mr. Tate was in good health Sunday forenoon, but after his return from church he was taken ill, with the above fatal result. The cause of death was appendicitis.

These Are a Few

Special Lines to which we invite attention:

The Crown Flavoring Extracts

Always a good seller. More popular now than ever. Although the cost of all the important items of raw material have advanced considerably our prices remain unchanged. . . . .

Buchanan's Jams and Marmalade
Candied Peels . . .

All made from the finest new season's fruit.

Tryphosa---Jelly Powder

Assorted flavors. Unequalled and unapproached by any imitation. Sells at sight.

Lorimer's Sauce

A nice piquant Worcester Sauce that is becoming very popular. There is no combine on the price, therefore it is cheap. . . . .

Hubbard's Rusks

The ideal food for Invalids and Children. Packed in tins containing 1 lb., 2 lb., 4 lb.

ROBERT GREIG & CO.

Grocery Specialists - MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, May 6, 1897.

GROCERIES.

THERE are no striking features to note in the local wholesale market this week, except quietness can be characterized as such. Sugar is positively dull, although there has been no change in quotations, and the refiners claim to be firm at present figures. Canned goods rule steady with demand fair for the season. Lobsters are scarce on spot. Rio coffees are a little better in price in New York, but locally there is no change, and there is not much business doing. Quite a few syrups are selling, but there is not much doing in molasses. Further strength is to be noted in Singapore black pepper. Currants are stronger, prices being cabled 1s. 9d. higher from Patras. The tea market is quiet. A cable received this week announces the opening of the Japan tea market at 10 per cent. higher than last year. Tobaccos are from 4 to 14c. per lb. higher. Payments are rather slow.

CANNED GOODS.

It has been the opinion that all the low-priced corn had been cleaned out. We, however, this week hear of some further transactions in this particular quality of corn at low figures. Generally speaking, the price of canned vegetables continues steady. Peas are getting scarcer. An evidence of this is seen in the fact that some of the wholesalers have been trying during the week to secure supplies from their confreres. Canned lobsters are scarce, there being practically nothing on this market but a few half-pound tins. Canned salmon is only receiving moderate attention. We quote: Tomatoes, 75 to 80c.; corn, 50 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

A great deal of coffee having been bought before the tariff went down, there are naturally not many transactions in this commodity at present. Retailers have, however, been fair buyers during the week. Rios are slightly higher in New York. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Quite a few syrups have been sold by the wholesalers during the week. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There is not much doing. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The sugar market, both at home and abroad, is dull. In New York a good many raw sugars are coming forward, while in refined the demand is limited and stocks are accumulating. In London on Friday last beet advanced ¼d., but two days after this gain was lost. In Canada refiners' views as to price are unchanged, they still being steady at last week's quotations. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; Demerara crystals, 3⅞c.

SPICES.

There has been another advance in Singapore black pepper, and prices are now about 2½c. per lb. above the lowest point. Locally, the spice trade is quiet and prices

Washboards

OUR LEADING LINES ARE

BANNER GLOBE
S.B. GLOBE
GENUINE GLOBE
AND
SPECIAL STAR

We will be pleased to make a sample shipment . . .

WALTER WOODS & CO.
HAMILTON

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

An Invitation . .

We invite any grocer having any . . . .

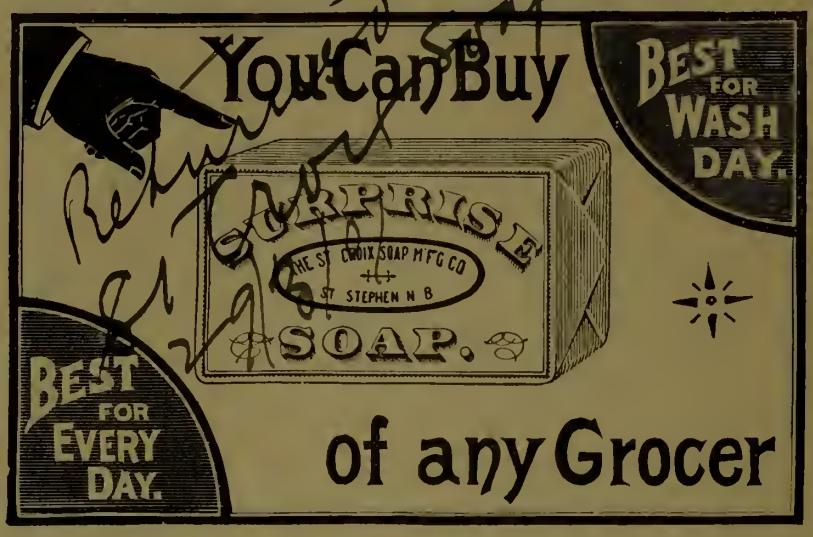
"SALADA"
CEYLON TEA

in stock that is not giving him better satisfaction than any tea he has ever handled to ship it back to us and we will remit him the full amount paid for it.

SALADA TEA CO.

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
15 Niagara Street - - - BUFFALO
347 and 349 Fifth Ave. - - PITTSBURG

DON'T OVERLOOK
the fact that your customers want
"SURPRISE SOAP."



THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

If you are a first-class grocer you keep first-class Soap; that is **Surprise Soap**

unchanged. We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Business is quiet and featureless. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

Rice is unchanged at the recent advance. We quote: Standard "B," broken lots, 3⅞c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3⅝c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

The most interesting feature at the moment is the opening of the tea market in Japan on Saturday last. The cable announcing the fact states that the opening price is 10 per cent. higher than the opening price a year ago, and that the quality of the tea is fair. A few orders for direct shipment of tea have been placed during the past week. In Ceylon teas, suitable medium grades have been sold. Generally speaking, the market is dull. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

The week has experienced another advance in the primary market, a cable received in Toronto this week noting an advance of 1s. 9d. per cwt. in Provincials, making the laid-down price in Toronto equal to 5c. per lb. We quote: Provincials, 4¾ to 4⅞c. in bbls.; ditto, half-bbls., 4¾ to 5c.; fine Filiatras, in bbls., 4⅞ to 5c.; do., half-bbls., 4⅞ to 5c.; Patras, 5½ to 5¾c. in bbls., 5½ to 5¾c. in half-bbls., and 5½ to 5¾c. in cases; Vostizzas, cases, 6½ to 8c.

Valencia raisins are dull and unchanged. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

In figs the demand is still confined to mat figs. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 7c. in boxes.

Dates are a little easier in London and New York. They are dull and unchanged here. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

A stronger feeling obtains in regard to California prunes on account of the smallness of stocks in the primary market. Some advices from California state that not more than thirty carloads of this fruit remain there. On the local market the demand for prunes continues comparatively light. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

California evaporated fruits are quiet and

YOU CANNOT . .

Expect your trade to increase without selling the best goods. Try

GOLDEN HADDIES

The great **TRADE BRINGER** of the canned goods line. . . . . .

DELICIOUS
DELICATE
DELIGHTFUL

Full pound cans net Every one guaranteed.

NORTHRUP & CO.

Packers' Agents, ST. JOHN, N.B.

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. .. TORONTO.

E. NICHOLSON

124 Princess Street, **Winnipeg, Man.**

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Correspondence solicited from Manufacturers and Importers.

Jobbing Trade only supplied.

References: R. G. Dunn & Co., Bank of Ottawa. All Wholesale Grocery Houses in Winnipeg.

STRAWBERRIES
PINEAPPLES
BANANAS

Something Nice

At Close Prices

TAPNET FIGS
HALLOWEE DATES
SPHINX PRUNES

CLEMES BROS., - Toronto

51 Front Street East.

unchanged. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

GREEN FRUIT.

Stocks of oranges on the local market are light, with prices higher and demand good. Lemons continue in good demand, with prices unchanged. Bananas are much higher, while the demand is increasing. The outlook is for a firm market for some time to come. Pineapples are in liberal supply and the demand is good, with prices lower. Egyptian onions are dearer in England, and the prices ruling at auction in New York are equal to the figures wholesalers are getting here. We quote: Oranges—Valencias, ordinary, 420's, $5 to $5.50 per case; large 420's, $6.50 to $7; Messinas, $3 to $3.50; Mediterranean Sweets, $3.50. Lemons—Messinas and Palermos, $2 to $3 per box; cocoanuts, $3.75 a sack and 60c. per doz. Onions, $3 to $3.25 per bag for Egyptians. Cranberries, Jerseys, $4.50 per bbl. Bananas, $1.75 to $2.25. Pineapples, 10 to 20c. each. Strawberries, 30 to 35c. per quart. Cucumbers, $1.50 to $1.75 per dozen.

APPLES.

There have been some shipments of apples from Toronto this week for the Chicago market. We hear of one carload of Spies changing hands on this account at $3 per bbl. Locally, there is an active demand for good stock, and prices are tending upward. We quote: Baldwins, $1.50 to $1.75 per bbl.; Spies, $3.25 to $3.50 for No. 1 stock, and $2 for No. 2.

BUTTER AND CHEESE.

BUTTER—Receipts of large roll butter are heavier than usual, due to the early spring. Although the demand is good, prices show a further decline of 1c. per lb. More or less grass butter is now coming forward. Creamery butter, while easier in sympathy with the dairy article, is quotably unchanged. We quote: Dairy butter—Tubs, 10 to 12c. for good to choice; low-grade to medium, 7 to 9c.; large rolls, 10 to 12c. for good to choice, and 7 to 9c. for low-grade to medium; pound prints, 12 to 13c. for good to choice. Creamery—Tubs, 17 to 18c.; 1-lb. blocks, 18 to 19c., according to make.

CHEESE—Old cheese is in light supply, and the demand is good at 11 to 11½c. per lb. The English market is lower. Most of the fodder cheese on the market costs about 10¼c. delivered, but that which is coming

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .

OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY.

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by M. P. CARD, Guelph, Ont.

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

The demand is fairly steady for all good Roll Butter. Selling at 10 to 12c. for large Rolls and Pounds . . .

EGGS STEADY AT 9½ TO 10c.

Correspondence invited
Consignments solicited

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

JAPAN JAVA

MOUNT ROYAL

RICE

MILLS BRAND

PATNA BURMAH

D. W. Ross Co., Agents.

G.F.& J.GALT PACKERS OF THE CELEBRATED BLUE RIBBON TEAS

42 SCOTT St TORONTO.

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

forward this week costs about ¼c. less. Jobbers are quoting 10½ to 10¾c.

COUNTRY PRODUCE.

BEANS—These are as dull as ever. We quote mixed at 40 to 50c. and hand-picked at 65 to 75c.

DRIED APPLES—There is no consumptive demand for them. Jobbers are offering what are good stock at 1½ to 2c. per lb., and cannot get purchasers. There are a good many being put into cold storage by speculators, but their idea as to price is from 1 to 1½c. per lb.

EVAPORATED APPLES—There is no demand, and in the absence of a demand there is practically no basis for price. Wholesale quotations are : Quarters, 2¾c.; ordinary sliced, 3c.; best brands, 4 to 5c.

EGGS—Receipts during the week have been light, and the market up to the time of writing is almost bare. Prices are higher, at 9½ to 10c., and the demand is fairly good.

HONEY—Quiet. We quote : Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light ; strained, 6 to 7c. per lb.

MAPLE PRODUCTS—Stocks of maple syrup are still excessive, and prices are gradually working downwards. The ruling prices for good syrup are : 5-gallon tins, 60 to 65c. per gallon ; 1-gallon tins, 65 to 70c. per gallon.

POTATOES—Have taken a slight turn for the better, deliveries being lighter on account of the farmers being engaged in seeding. It is thought, however, that the improvement is only temporary. Carload lots on the track are worth 20c., and out of store, 25 to 30c. per bag is quoted. A carload was sold at 25c. delivered.

FISH.

The first month without a "r" has come in and there are no more oysters. Haddies are firmer. Fresh water fish is in better supply. We quote as follows: Pickerel, 6c. per lb. ; haddies, 7½c. per lb. ; Labrador herring, $4.50 to $5 per bbl. and $2.75 per half-bbl. ; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb. ; ciscoes, $1.25 per 100 ; fresh water herring (heads off), $2.50 per keg.

SALT.

Trade is fair and prices the same as before. We quote as follows at Toronto : In carload lots, $1 per bbl. and 60c. per sack ; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote : F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PROVISIONS.

The demand is increasing for smoked meats. An easier feeling exists in regard to lard, and round lots could be secured at less than quotations.

DRY SALTED MEATS—Long clear bacon, 7c. for carload lots, and 7¼ to 7½c. per lb. for ton lots and cases ; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 7½ to 8c. ; hams, large, 10½ to 11c.; medium and small, 11½ to 12c.; shoulder hams, 7c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6¼c.; tubs, 6½c.; pails, 6¾c.

BARREL PORK—Canadian heavy mess, $12.50 to $13; Canadian short-cut, $13.50

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain on the street continue light. We quote: Wheat, 78 to 79c. for white and 76 to 77c. for red, and 62½ to 64c. for goose; oats, 26 to 27c.; peas, 42 to 43½c.

FLOUR—Prices are from 10 to 20c. per bbl. lower and the demand has eased off. We quote in carloads on track, Toronto : Manitoba patents, $4.60; Manitoba strong bakers', $4.25; Ontario patents, $4.30 to $4.50; straight roller, $3.80 to $3.90, Toronto freights.

BREAKFAST FOODS—Business is quiet and prices unchanged. We quote : Standard oatmeal and rolled oats, $3 in bags and $3.10 in bbls.; rolled wheat, $2.70 in 100-lb. bbls.; cornmeal, $2.25 to $2.35; split peas, $3 to $3.25; pot barley, $3 to $3.25.

PETROLEUM.

Prices are from ½ to 1½c. lower. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; Americanwater white, 17½c.; Pratt's astral, 17c. in bulk.

HIDES, SKINS AND WOOL.

HIDES — Are unchanged, with cured quoted at 8 to 8¼c. Dealers pay 7½c. for No. 1, 6½c. for No. 2 and 5½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c. for No. 2. Sheep skins, $1.25 to $1.50. Lambskins, 20c,

WOOL— The market is quiet and price unchanged. Combing fleece nominal at 21 to 22c. and rejections 17c. Pulled supers are 21½c., and extras at 22½ to 23½c.

MARKET NOTES.

Eggs are dearer and butter cheaper.

Flour is from 10 to 20c. per barrel lower.

Coal oil is from ½ to 1½c. per gallon lower.

Beet sugar declined ¾d. in London on Monday.

Provincial currants are cabled 1s. 9d. dearer in Patras.

Dawson & Co. shipped a carload of apples (Spies) to Chicago this week.

The Wm. Ryan Co. shipped a carload of mixed meats north this week.

Sal soda is 10 to 15c. per 100 lbs. higher in sympathy with an advance in England.

The Japan tea market opened on Saturday at 10 per cent. above the figures of last year.

Singapore black pepper has again advanced, and is now about 2½c. per lb. above the lowest point.

The wholesale grocery houses of Toronto now close at 5 p.m. The new rule went into force on the 15th inst.

H. P. Eckardt & Co.'s travelers will not be on the road again till the 17th inst., when it is expected the salvage sale will be concluded.

H. P. Eckardt & Co. will hold a salvage sale on Thursday, 13th inst., and following days until the whole stock, some $50,000 worth in all, has been disposed of. The sale will be by auction, and without reserve.

Carload lots of North Carolina strawberries are arriving in Toronto this week. This is unusually early for carload lots of

WE ARE ***PAYING CASH*** **FOR** **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. Toronto

THESE ARE TRADE BUILDERS! DO YOU HANDLE THEM?

"Crushed" Java AND Mocha Coffee (*XTR*)

The best in the land at the price.

Tins 25 and 50 lbs. - - 20c. lb.

Tins 25 and 50 lbs., ground 20½c. lb.

SUMMER IS COMING

AND YOUR CUSTOMERS WILL WANT

Stower's Lime Juice
Stower's Lime Juice Cordial
Stower's Lemon Juice Syrup

There is none finer; it gave splendid satisfaction last year. Write for prices.

Bensdorp's "Royal Dutch" Cocoa

is the healthiest, finest and most economical Cocoa on the market. It is absolutely pure, pleases your customers and shows you a good profit. Put up in ¼-lb., ½-lb. and 1-lb. tins.

The EBY, BLAIN CO., Ltd.

Wholesale Importing and Manufacturing Grocers

Toronto

this fruit to arrive here. The small lots which arrived the early part of the week sold at 25c. per box.

W. G. A. Lambe & Co. have removed their offices from 69 Front street east to 6 Wellington street east, where they occupy the suite of rooms formerly occupied by E. R. C. Clarkson & Co. The offices are bright, spacious and convenient.

F. W. Hudson & Co. have removed to No. 18 Church street, which had been nicely decorated for their reception. The firm, which is agent for "Red Cross" and "Globe" tobaccos, has experienced a good trade in these during the past few weeks.

A good many teas were shipped from Toronto, Montreal, and Hamilton the early part of last week to the United States in order that they might reach that market before the new inspection law went into force on the 1st inst. They were low-grade teas which had been held on consignment.

QUEBEC MARKETS.

MONTREAL, May 6, 1897.

GROCERIES.

THE grocery business during the past week has exhibited a noticeable shrinkage in volume compared with the demand that prevailed eight or ten days ago. At the moment, practically no new orders are coming in, what movement there is being on account of orders placed some time ago and held back for water freights. Aside from these, the demand is of the smallest hand-to-mouth character. Values in many cases are unsettled. Sugar rules steady, but the same cannot be said with regard to syrups and molasses, jobbers having re-adjusted prices for the latter on a lower basis. Tea also is unsettled, while manufacturers have refused to quote domestic milled rice for future shipment. As a consequence of this decision on their part, values in a jobbing sense are difficult to fix. Tea is easy in tone, also under decreased demand, and the grocery market, as a whole, is the reverse of active.

SUGAR.

There is only a small hand-to-mouth trade doing in refined sugar this week, as both jobbers and retailers are pretty well stocked with the staple. Most of the orders now going forward represent old business also, the goods having been held back for water freights. Prices generally are steady, and there does not appear to be any immediate prospect of alteration. The offers of German sugar referred to last week have exerted little influence. In fact, unless the difference in the price is radically in favor of the foreign article, it has been the experience of the trade here that Canadian consumers will pay more for the domestic yellow article owing to the great superiority in quality. In New York there has been but slight change in the situation and the same is the case abroad. In a jobbing way we quote: Granulated, 4¼ to 4⅜c., and yellows, 3⅜ to 3½c.

SYRUPS.

Business in syrup continues quiet and the market is entirely without feature. Prices continue nominally unchanged at 1⅜ to 1⅞c., as to grade.

MOLASSES.

The most interesting fact about molasses has been another slump in Barbadoes at the islands, where it is offered first cost at 7c., a decline of 1c. Demand continues light and no large contracts have been put through lately for importation. The jobbers at a meeting held last Friday fixed the price to arrive on both Porto Rico and Barbadoes as follows: 15-puncheon lots and over, 25c.; in any less quantity, 26c. This represents a decline of about 1½c. on the basis ex store.

RICE.

The local rice market is in a very unsettled state as a consequence of the tariff changes, and it is quite likely that the milling of rice will cease in Canada as a consequence of them. Prices, therefore, have been thrown into complete confusion, and at present the jobbers in this province are only quoting ordinary rice, B grade, or any other quality equal or inferior as follows: Bags, 250 lbs., 1 to 4 bags or equal to $3.50; 5 to 9 bags, $3.45; 10 bags or over, $3.40. Half-bags, 100 lbs., 1 to 4 bags, $3.55; 5 to 9 bags, $3.50; 10 bags and over, $3.45. Quarter-bags, 50 lbs, 1 to 4 bags, $3.60; 5 to 9 bags, $3.55; 10 bags or over, $3.50. Pockets, 12½ to 25 lbs.; 1 to 4 bags, $3.65; 5 to 9 bags, $3.60; 10 bags and over, $3.55.

SPICES.

Business in spices continues quiet, enquiry only being for small lots to fill actual requirements. We quote: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEES.

The coffee market has been extremely quiet this week, as buyers are stocked up pretty well. We quote: Maracaibo, 15 to 25c.; Santos, 12½ to 18c.; Rio, 12 to 16c.; Mocha, 24 to 26c., and Java, 24 to 27c.

TEAS.

Though there has been no quotable change in values, the tea market has certainly pre-

MARSHALL'S
Saratoga Potato
CHIPS.
Grocers sell them.
Manufactured by . .
JOHN E. MARSHALL
118 Commercial St.,
Boston.
D. H. RENNOLDSON,
Agent in Montreal.

Canned Goods...

1,000 cases Corn at 50c. doz.
500 " Peas (Early June) 65c. doz.

Handsome labels. New pack. Guaranteed equal to the best packs in Canada.

D.S.F. Mustard (Lion Brand) ¼'s at 75c. a doz.

Equal to the best English.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

The World's Best must be good, safe and profitable enough for every Grocer to handle.
COTTAMS BIRD SEED occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2 [illegible] y other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

DAWSON & CO.
FRUIT, PRODUCE AND COMMISSION MERCHANTS,
32 WEST MARKET STREET
TORONTO.

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL .. **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

FOR
LUNCHES . .
Cooked Ham,
Cooked Tongue,
Corned Beef,
Brawn,
Soused Tongue, in Jars,
Soused Feet, in Jars,
Frankfurts,
Bologna.
CREAM CHEESE F. W. FEARMAN Hamilton
No stock complete without them.

sented an easier feeling since last week. In fact, speculators who brought round lots on here in bond, in the expectation of a duty, have shipped it back again, concluding that with the new crop season near at hand it stood a better chance across the lines than here. Advices from primary markets on new crop teas, however, are strong, cables received this week stating that the market in Japan had opened at an advance of 10 per cent. on last year. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

There has been no material change in the situation of this market. We quote: Tomatoes, 75 to 85c.; corn, 60 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $1.50 to $1.80 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.05 to $1.15; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $8.50 to $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

DRIED FRUIT.

There is little doing in Valencia raisins, either layers or off-stalk, and prices are nominally unchanged: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California loose muscatels are quiet, as noted last week, at 6 to 8c., according to grade.

The currant market is strong at primary centres, but the fact attracts little interest here. We quote: Provincials, 4 to 4¾c.

Prunes continue much as they were. Californias range from 6½ to 9c., and Austrian and French continue greatly nominal.

Figs range from 8 to 12c., as to grade, and dates 5 to 6c.

NUTS.

There is little to report in this market. We quote: Grenoble walnuts, 10 to 11c.;

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

KEEP ONLY THE BEST
For your customers.
It pays in the long run.
BROCK'S BIRD SEED
Is admittedly the cleanest and best on the market.
ALL WHOLESALERS . .
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

LONG CLEAR **BACON**
Roll Bacon, B. Bacon,
Hams, Pure Leaf Lard
WRITE FOR PRICES
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S. K. MOYER,
COMMISSION MERCHANT
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Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
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PICNIC HAMS
Are the best value in the market today, and "MAPLE LEAF" Brand is the best in quality, cut and cure.
Write for prices.
D. GUNN, BROS. & CO.
Pork Packers
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FRESH ARRIVALS
FANCY { CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.
HUGH WALKER & SON
GUELPH, ONT.

Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, $3.50 to $3.75 per 100.

GREEN FRUIT.

The main feature of the week has been the firm feeling in lemons, which are cabled 4s. higher in England, and prices here have ruled higher. With the auction sale next Tuesday of the Fremona's cargo there will have to be an entire re-adjustment of prices. We quote: Messina oranges, $3.50 to $4 per box; lemons, $2 to $3 per box; cranberries, $1 to $6 per bbl.; Malaga grapes, $7.50 to $8; bananas, 75c. to $2 per bunch; pineapples, 10 to 20c. each; asparagus, $4.50 to $5 per dozen; California celery, $1.25 per dozen; southern spinach, $2.50 to $3.

APPLES.

The apple market remains much the same except that the stock of inferior goods has been pretty well cleaned up, which has imported a firmer tone to the more desirable stock. We quote: $1 to $2 per bbl.

DRIED APPLES.

Continue dull and nominal. Dried 3c., and evaporated, 3¾c.

COUNTRY PRODUCE.

EGGS—There was no change in the situation of the egg market, prices being fairly steady under a good demand for small lots at 9 to 9¼c. per dozen.

MAPLE STOCK — The demand for maple products was slow, and the market is quiet and steady. Syrup sold at 4½ to 5c. per lb. in wood; 50c. per small tin, and 55 to 60c. for large ones. Sugar brought 6½ to 7c. per lb.

BEANS — Business in beans is dull and prices are nominally unchanged at 55 to 60c. in car lots, and at 65 to 70c. in a small way.

POTATOES—A few car lots continue moving at 32½ to 37½c., according to quality.

ONIONS—Canadian red stock is steady and unchanged at $2.25 to $2.50 per bbl.

HOPS—Quiet and steady. Choice Canadian 12 to 12½c., and yearlings 5 to 6c.

ASHES—Steady, with receipts light. First pots sell at $3.30 to $3.35, and seconds, $3 to $3.05; pearls, $4.45 to $4.50.

HONEY—Unchanged at 8 to 9c. in the comb, and 6 to 8c. extracted, according to grade.

TALLOW—As last reported, 1¾ to 3c. per lb., according to grade.

PROVISIONS.

The provision market is without any new feature. The demand is chiefly for small lots, and the market is quiet and steady. We quote: Canadian pork, $12 to $13 per bbl.; pure Canadian lard, in pails, 6 to 6½c., and compound refined at 4½ to 5c. per lb.; hams, 10 to 12½c., and bacon, 10½ to 11½c. per lb.

FLOUR, MEAL AND FEED.

The demand for Manitoba grades of flour has been good, both from local and country buyers, and a fairly active trade done at steady prices. We quote: Winter wheat patents at $4.25 to $4.40; straight rollers, $4 to $4.10, and in bags, $2 to $2.10. Manitoba strong bakers', choice, $4.25; outside brands, $3.90 to $4.10, and spring wheat patents, $4.40 to $4.60.

Feed has declined, business being quiet. Manitoba bran is selling at $10.50 to $11, and shorts at $11.50 to $12 per ton, including bags. Ontario bran is quoted at $10.50 per ton, in bulk.

In oatmeal the feeling is steady, but sales are slow at $2.70 to $2.80 per barrel, and at $1.35 to $1.40 per bag for rolled oats.

BALED HAY.

There has been a good demand for baled hay, and No. 1 is held firm at $10 to $10.50, with No. 2 at $8.50 per ten car lots on track.

CHEESE AND BUTTER.

The cheese market remains much the same, bnt the bear party are banking a good deal on the marked increase in the receipts during the past few days, over 5,000 boxes being received last week, while 1,400 odd were posted on 'Change Monday. At the wharf Monday morning only 150 boxes arrived by boat from the French sections. These were consigned to parties here. There was no quotable change in prices, 10 to 10½c. being the range, but the public cable dropped to 44s. 6d. This has no significance, however, as private cables have been quoting that figure for some time now.

Butter continues to decline, and to-day 15½c. is the top price for creamery in jobbing lots, although small select parcels might command more. The continued absence of demand in this market is a surprise to many who expected that around 15c. there woul be a call for butter.

MONTREAL NOTES.

Canadian rice manufacturers are not quoting futures on the domestic milled rice.

Cables from Barbadoes note a decline of 1c. in the first cost of that molasses last week to 7c.

The wholesale grocers have readjusted prices on molasses, and are now quoting prices to arrive.

The green fruit ex Fremona, details of which have already appeared, will be auctioned here on Tuesday next. The goods are said to be in excellent condition.

Speculators who imported round lots of low-grade teas in bond here, in the expectation of a duty being imposed, have been compelled through lack of buyers to re-ship them back to New York.

The E. B. Eddy Co.'s Montreal branch on St. James street has been found inadequate to the demands made upon it for space, and on the 1st inst. they moved into the large and spacious premises at 61 Latour street, corner of St. Genevive. These premises occupy four floors, covering a space of about 40,000 feet. A complete stock of all lines manufactured by the E. B. Eddy Co. is carried here.

A Detroit despatch, under date of May 2, says: "The new law covering importation and examination of teas went into effect yesterday, and local importers are surprised and disappointed to find that, according to its provisions, samples of all teas received in Detroit in bond must be sent to New York, Chicago or San Francisco for examination, instead of being examined here, as heretofore."

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., May 6, 1897.

THE CANADIAN GROCER is receiving great praise. "The best thing out on the new tariff," is what is heard from all who were fortunate enough to receive the tariff number. Dealers find country collections dull. The city wholesale trade is feeling the effect of large stocks on hand. As yet but few changes have taken place in prices. Tobacco is the most affected, of course. Some are charging the full 14c. extra, subject to a rebate if factory should not advance that much. Others are only charging 10c. advance. Rice has been advanced ⅜c. Country dealers are much surprised that cornmeal is not 15c. per bbl. less, but so far there is no change. Business on the St. John River is active, the steamers now making regular trips.

OIL—While at this season the demand for burning oil is light, just now it is better than it would have been but for the expected change in duty. Now that the change has been made people are buying more freely. In lubricating there is a large demand. We quote: Best American burning oil, 18½ to 19c.; Canadian, 17¼ to 18c.; prime, 14½ to 16c.

SALT—Prices continue easy with good stocks on hand. In Canadian salt the demand is better. We quote: Coarse, 43 to 45c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz

CANNED GOODS—There is a fair, steady business doing. Retail prices are kept low, particularly in the staples. Peas are being sold at retail as low as three cans for 20c. Some nice American peaches are here, Baltimore pack. They are offered low. In pineapples there is an improved demand. Jobbers are looking for tomatoes and peas. They are getting scarce here, and price tends upward. Gallon apples dull. We quote: Corn, 65 to 70c.; peas, 75 to 80c.; tomatoes, 80 to 85c.; gallon apples, $1.75 to $1.80, corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.40 to $1.50; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.75 to $1.85; American, 3's, $2 to $2.25; pineapple, $2.25 to $3; salmon, $1.25 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.15 to $1.25; clams, $5 for 4 doz; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—Business is active. Bana-

New, Large Roll Butter

PUT UP NEATLY IN HALF-BBLS.

We have

Extra Choice Hams, Bacon, ETC.

For Easter Trade. Order Promptly.

PARK, BLACKWELL & CO., Ltd.

Packers and Provision Merchants,
TORONTO

Brushes
Brooms
Woodenware

EVERY Broom that we make must satisfy certain critical tests of workmanship and material or it is not for sale. One standard of quality is established for each price. After a broom is finished, if it falls below that standard, it is not put into stock. Equal care is taken to maintain each as the best of its kind for the money we ask. Illustrated Catalogue—free.

Chas. Boeckh & Sons,
Toronto, Ont.

Montreal Branch :
1 and 3 De Bresoles St.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a ***good thing ?*** Write

Ewing, Herron & Co.

Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

PURITY
FLAVOR
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are three requisites of

White Wine Vinegar

which are combined in the Vinegar made and sold by

T. A. LYTLE & CO.

Vinegar Manufacturers
TORONTO

CANNED FISH

SALMON
LOBSTERS
HERRINGS
SARDINES
FINNAN HADDIES

Standard Brands. Lowest Prices

WARREN BROS. & CO.

TORONTO.

DO YOU WANT
COCOANUT ?
Packages or Bulk

If so, you want the best, that's

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THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

BUY

Ivory Bar Soap

THE BEST MADE

Rio Coffee

A SHIPMENT EX SS. DELECORLIA NOW IN STORE. . .

PERKINS, INCE & CO.

TORONTO.

The Coffee
with a
PAST
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Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.

Coffee Importers and Roasters
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EAST INDIA PICKLES

The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards & Co.

Agents

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

nas are perhaps the most active in demand. Some Valencia oranges, which have lately arrived, are very fine. The price tends higher. Californias are a little higher and are scarce. In lemons there is no change. Price keeps low and market is easy. The demand is improving. Strawberries are again on the market. Season for cranberries is about over. Apples are dull. There is a little demand for best stock at good prices. Pines have a limited sale. We quote : Messina lemons, $2.75 to $3.50; oranges, Valencia, $4 to $5 ; California oranges, $4 to $5 ; bananas, $1.50 to $2.25 ; apples, $1 to $3 per bbl. ; cranberries, Cape Cod, $3 to $7 per bbl.; bog cranberries, native, $3 to $4 ; lettuce, 60c. per doz. ; pines, $2.10 to $2.40 per doz.

Dried Fruit — There is but little sale for raisins. The market is easy. Those chiefly selling are California loose muscatels. Currants kept high and firm. The demand for cleaned, particularly in cartoons, is good. California prunes keep low. They show fair sale. They are chiefly sold here in 25c. boxes, sizes running 60-70 and 90-100. The latter most largely. Onions sell freely and keep well up in price. Bermudas, which have been high, will be lower upon arrival of steamer now about due. The chief sale now is for Egyptian. We quote as follows : Valencias, 5¼ to 6c.; California L. M. 3-crown, 7¼ to 7¾c.; London layers, $1.75 to $2 ; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3 to 3½c.; evaporated apples, 5c. ; onions, $1.40 to $1.50 per crate ; cocoanuts, $3.25 to $3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8¼ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

Sugar—The market keeps firm, with dealers selling at refiners' prices. There is a large stock, but at the present price it pays a fair profit, though it would not have been on hand but for expected advance in duty. As yet the reduction in the duty on refined sugar has not affected the market. The expense of carrying the stock will tend to an easy local market. Demand is not large. We quote: Granulated, 4⅛ to 4⅜c.; yellows, 3⅛ to 3¾c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

Molasses—The market is not in a good state, and it is expected it will continue unsettled, with prices ruling low. Quality of both Barbadoes and Porto Rico so far received this season is good. Considerable new molasses has come forward and quite a large quantity is due. Last year was the first in which any large quantity was ever consigned here. It broke the market. The same thing is happening this year. There is still some demand for New Orleans. We quote : Barbadoes, 25 to 27c.; Porto Rico, 27 to 28c.; New Orleans, bbls., 25½ to 27c.; Antigua, 24 to 26c.; syrup, 36 to 38c.

Dairy Produce—Butter is in fairly good demand if quality is right, but it is difficult to work prices up. As yet about the only butter coming from Western Canada is creamery. It has not been offering very freely. In eggs, trade is dull and prices are easy. Cheese keeps firmer than was expected. Market was about bare here, and stock is still very light. Our own factories are not yet making, and only a limited quantity is being offered from the west. Twins and cheese of about 50-lbs. are most in demand. We quote : Dairy butter, 15 to 18c.; creamery, 20 to 21c.; prints, 20 to 22c.; eggs, 11 to 12c.; cheese, 11½ to 12c.

Fish—In fresh fish there is a good business doing, particularly gaspereaux and halibut. The former are very largely used for bait, but they are chiefly packed and sold as alewives and shipped south. St. John harbor is where they are most largely caught. It is a very large business during the season. Shad and salmon are also largely caught in the harbor, but as yet only a stray fish has been caught. In pickled and dried fish prices keep low and the demand dull. There is a fair sale for smoked herring. Our fishermen spoil their own market by selling the fish fresh very low to

CANADIAN

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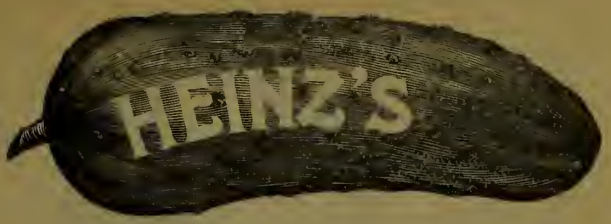

Pickles.

ONE REASON why Heinz's Baked Beans with Tomato Sauce is popular :—

It makes a dainty dish for dinner; delicious, wholesome, pure and satisfying.

Other Popular Specialties

SWEET PICKLES
INDIA RELISH
TOMATO CHUTNEY
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ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
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H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

American dealers, who smoke them and fill the American markets. Lobsters continue scarce, and the few that come here are very small. We quote: Large cod, $3.25 to $3.30; medium, $2.75 to $2.80; pollock, $1.15 to $1.25; bay herring, $1.25 to $1.30 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box; Barrington, $3.25 per bbl.; Shelburne, $3.50 per bbl.; lobsters, 4 to 12c. each, small; gaspereaux, 50 to 60c. per 100; halibut, 7 to 8½c. per lb.

PROVISIONS—Lard has gone off in price somewhat. The stocks here are large. It was, however, bought low. Clear pork is low, and holders are inclined to shade prices. Mess pork is held firm. Beef shows a fair demand, and prices tend higher. The demand for smoked meat is fair, with prices quite firm. We quote: Clear pork, $14.50 to $15.50; mess pork, $12.25 to $13; plate beef, $12.25 to $13; hams, 11½ to 12½c.; rolls, 8 to 8½c.; pure lard, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—There is but a fair general demand. Oatmeal is firmer. This market is well supplied. The sale of corn flour in bags, spoken of in these reports some time ago, does not show much life here. The first coming sold quite freely, but now it sells slow. Beans are rather firmer. Oats keep well up to quotations. There is a light sale. Seeds have large sale. Outside prices are higher. Local prices firmly held. Hay tends higher. We quote: Manitoba flour, $5 to $5.15; best Ontario, $4.60 to $4.65; medium, $4.30 to $4.40; oatmeal, $3.25 to $3.30; cornmeal, $1.80 to $1.85; middlings, car lots, in bulk, $15 to $16; bran, do, do, $14.50 to $15; hand-picked beans, 85 to 90c.; prime, 70 to 80c.; oats, 32 to 33c.; hay, $11.50 to $12.50; barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50; timothy seed, Canadian, $1.90 to $2.30; do. do., American, $1.65 to $1.80; clover, 9 to 9½c.; alsike, 8¾ to 9c.

ST. JOHN NOTES.

A. H. Sawyer, of Benton, is retiring from business.

Hall & Fairweather received a shipment of Schepp cocoanut this week.

C. & E. Macmichael received a shipment of Robinson's patent barley in 1-lb. tins this week.

The catch of gaspereaux in the harbor during two days of last week ran as high as 200,000 fish.

The Harvey creamery, York county, was burned during the week. They have not yet decided regarding rebuilding.

The last winter port steamer to leave St. John was the Beaver Line steamer Myrtledene, for Liverpool. Her cargo was valued at $53,000, $13,000 of which was American goods.

Maple sugar is being offered freely. One maker, Alex. B. Bannister, of Albert Co., had 900 pounds in the market one day this week. Our own province sugar is very much preferred to that coming from Quebec. It sells at about 10c. per lb.

The merchants and others interested in the welfare of Sussex are forming a board of trade. A large business is done there, and a board of trade should give a good account of itself.

Mr. Diamond, of Diamond & Onyx, Philadelphia, called on THE GROCER this week. Mr. Diamond has many friends here, and does a large business in blacking, blueing and shoe dressing.

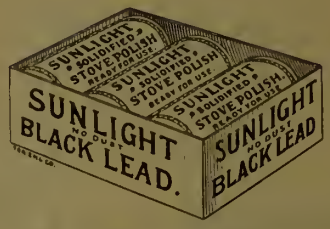
A dealer in Fredericton was much surprised to find in an entry of English goods made since the change of tariff that, after deducting the one-eighth, he still had to pay rather more than under the old duties.

Shipments of lobsters are light this season. A small cargo of 2,000 was lately shipped from Grand Manan to Portland, Maine, also during the week some 750 from Musquash. Where the fish are a good size they bring high prices.

NEW MARITIME PROVINCE FIRM.

Freeman Bros. have recently commenced business in Bridgewater, N.S., and propose carrying a stock of staple and fancy groceries, hardware, crockeryware, etc.

Dealers, Study Your Own Interests.



Our Motto is Goods of Best Quality and Orders Filled Promptly. This is why we are Working Overtime.

THE ALPHA CHEMICAL CO., BERLIN.

TRADE CHAT.

A NORWALK, Ct., grocer advertises that he keeps three brands of eggs in stock—eggs for boiling purposes, eggs of earlier vintage for scrambling and last summer's left-overs for theatrical purposes. In Danbury they also keep three kinds of hen fruit—fresh country eggs, limed eggs and china eggs.

The Sydenham Canning Works, Wallaceburg, Ont., were destroyed by fire on the 28th ult. The loss is about $7,500.

The police of Winnipeg are enforcing the bylaw lately passed against merchants displaying their goods on the sidewalks in front of their stores.

Ross Eckhardt has resigned his position as traveler for the Hudson Bay Co., and will go to the Yukon country with James Macaulay.—Free Press, Winnipeg.

The merchants of Wyoming have decided to close their stores at 7 p.m. every evening in the week except Wednesday and Saturday during the summer months.

A train of 35 cars of salt, manufactured at the Canadian Salt Works, Windsor, left for the Northwest Tuesday morning. It is the first entire salt train that has ever left Windsor.

A Minneapolis woman pinned a note on her door telling the grocery man where to find the key. A burglar happened along first and took everything except the cook stove and the family cat.

Shipments of wheat from Fort William last week were heavy, aggregating 482,000 bushels, while receipts were 140,000 bushels. The quantity still remaining in store on Saturday was 3,250,000 bushels.

Mrs. Slopeigh : Can you show me some beets to-day ?

Mr. Green (the grocer, to his bookkeeper) : Here, William, show the lady your books ! —Yonkers Statesman.

Prince & Skelton, Battleford, N.W.T., have already purchased seven hundred head of cattle for export, not including some bought through agents. Prices are about the same as paid last year. They will make their first shipment in July.

The merchants of Russell, Kenmore, Vernon and Marvelville, also J. L. Rolston, P. Saver & Co., A. York, James Simpson and John A. McGregor, of Metcalfe, have decided to close their stores at 6.30 p.m. on Tuesday and Friday evenings during the months of June, July, August and September. A contract has been signed to this effect, leaving the party breaking it liable to a penalty of $25.

The shipments of salt from the Mersey during the month of February show a considerable falling off as compared with February of last year, the large increase to the United States, British North America, Africa and Australasia being more than neutralized by the very heavy decline in the shipments to Calcutta. The February shipments to the United States amounted to 11,248 tons, against 8,156 tons in February, 1896; those to British North America being 1,610 tons, compared with 620 tons. The total shipments for the month amounted to 30,137 tons, against 35,956 tons in February, 1896.

CO-OPERATION THROUGHOUT.

Even in small establishments I believe it is a good idea to have a little printed booklet containing rules and suggestions for employes, says a writer in an exchange. I believe something of this sort is a first-rate thing. The better employes understand the ideas of their employer, the better they will do their work. The more they know of the organization of the business and the objects sought by it the more interest they will take in it. Even the least important employe of a retail store ought to be kept posted as to the advertising that is being done and the various happenings in all parts of the store. This diffusion of knowledge in the store itself is as much a part of the advertising as the publication of store news in newspapers.

ROSE'S

WEST INDIA **LIME JUICE**

Is **DELICIOUS, WHOLESOME** and **REFRESHING.**

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.

Agents for Canada, LAW, YOUNG & CO. - MONTREAL.

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

HAMILTON, ONT.

Star Laundry Soap Prizes

The following are the winners of Clocks given for

STAR LAUNDRY SOAP WRAPPERS for April Competition.

1st PRIZE.

LION ST. CLOUD CLOCK.

Miss A. Vanhorn, University Ave., Kingston.
No. of wrappers, 504.

2nd PRIZE.

BRISTOL EXTRA CLOCK.

Mrs. Duffill, 57 Sullivan Street, Toronto.
No. of wrappers, 306.

3rd PRIZE.

DOVER EXTRA CLOCK.

Miss Finnigan, 62 Euclid Ave., Toronto.
No. of wrappers, 275.

All other competitors receive prizes in Silverware according to number of wrappers sent in.

DALTON BROS.

Front and Princess Streets - - - **TORONTO.**

FAC SIMILE OF CASK LABEL.

PURNELL'S

PURE
PLAIN and SPICED

MALT VINEGARS

FOR PICKLING and TABLE USE.

Brewery, Bristol, England.

AGENTS

Montreal—J. M. KIRK, Imperial Buildings, St. James St.
Toronto—J. WESTREN & CO., 61 Colborne St.
Hamilton—W. H. GILLARD & CO., Wholesale Grocers.
Winnipeg—A. STRANG & CO., Portage Avenue.
Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

MANITOBA MARKETS.

WINNIPEG, May 6, 1897.

THE flood is exhausted as a topic of conversation, and the water is receding rapidly, although in the Morris and Emerson districts it will probably be ten days before the water is again within the ordinary bounds. Business has brightened somewhat, probably owing to confidence being now restored with regard to a flood and the declaration of what the tariff is to be. To these causes might also be added the exceptionally fine weather. The trees are budding, lawns are taking on a pleasant greenness, and everywhere in the city are indications of coming summer. The season so far is nearly three weeks in advance of last year. Throughout the province large areas of seeding are finished, and spring work of all kinds is well advanced. Prices are somewhat changed from last week.

BUTTER—Supply is increasing. At the present time there is just about sufficient to meet the ordinary requirements of the market, but as soon as the creameries open there will, without doubt, be plenty of stock. Prices range about the same as last week, 16 to 17c.; fancy grades, 18c.

CHEESE—Market is very scantily supplied, and those houses holding this article do not seem inclined to sell except at a reasonable advance of the prices paid last fall. September make is worth fully 10c., with small cheese at 10½c.

EGGS—Eggs are coming in more plentifully, and are jobbing at 9c.

DRIED MEATS—Market firm, stocks not heavy, and there is little likelihood of a reduction in these commodities. Hams, assorted sizes, 10½ to 11c.; breakfast bacon, bellies, 10½ to 11c.; do. backs, 9½ to 10c.; short spiced rolls, 7½ to 8c. per lb.; shoulders, 6½ to 7c.; long clear bacon, 7½ to 8c. per lb.; shoulders, 5¾c.; boneless shoulders, 6½ to 7c.

LARD—Remarks in regard to cured meats apply with equal force to lard. Market is firm at last week's prices, and there is little likelihood of changes in prices, and certainly none of a decrease. We quote: 20-lb. pails, $1.70 to $1.75, and $4.25 for 50-lb. pails.

SYRUPS—So far there is apparently no change in the syrup market. Buyers here do not know what effect the change in tariff will have on Canadian refinery sugar goods. The ½c. rise in glucose syrup still holds. Maple syrup continues to come in very freely, and there are indications of a slight decline from last week's prices, but it is scarcely definite enough to quote. Last week's prices were 55c. per small tin, 55 to 60c. per large tin and 4½ to 4¾c. per lb. in wood.

TEA AND COFFEE—There is some surprise expressed here at there being no duty placed upon these articles. It was very generally anticipated, and some wholesale merchants bought large supplies in the belief that duty would be added It is not thought here that sales will be much effected, however.

SUGAR—Sugar remains practically unchanged, but owing to the removal of the duty of 14c. German granulated is now being offered on this market. Whether German granulated will be taken up by the wholesale trade is an open question. The experience of those who purchased this article in the past inclines some of the buyers to be skeptical as to its having a ready sale. Granulated now stands 5⅛c., yellow at 4 to 4⅛c.

CANNED GOODS—These show little, if any, change from last week's market. Stock of corn is at present heavy, but there is no indication of any change in price. Tomatoes will undoubtedly go higher. To-day they stand at $1.90 per case. Peas are none too plentiful, but as there are only two months until fresh packs come in, there is not much likelihood of a change in price. They are now selling at from $1.70 to $1.75 per case. Canned fruits are unchanged and slow sale at present.

TOBACCO—The market here is demoralized. Nothing really definite is known as to what the manufacturers' advance will be. If the manufacturers put up the price 14c. per lb. it is certain that the retail dealer cannot sell the ordinary plug—3 to the lb. —for less than 30c. If, however, the manufacturers are content with an advance of 10c. the retailers could then sell the ordinary plug at 25c. and make more money than some of them have been doing selling these plugs at 20c. While the trade is in somewhat of a quandary sales are being made in all cases subject to an amendment of price.

CEREALS—Oatmeal is still $2.70 to $2.80 per bbl., and beans are very low, hand-picked only fetching $1.10 per bush.

RICE—Jobbers cannot get prices on Rangoon rice at present.

DRIED FRUITS—Currants have stiffened, and are a little higher owing to the trouble in Greece. Stocks are not heavy. Price about 6⅛c., a reasonable figure considering the outlook. Raisins are firm at $2.20 per box for Valencias; prime off-stalk, $1.80 to $1.90 per box. New figs, in 12-lb. boxes, $1.50; 35-lb. boxes, 16c. per lb.

POTATOES—Potatoes are growing scarce and are bringing 40c. per bushel for fancy lots of Early Rose and Beauty of Hebron.

ONIONS—Are very scarce and are worth 4c. per lb. A carload of Egyptian onions is expected this week, these will sell at 5c. per lb., and in 5-sack lots at 4½c.

GREEN FRUIT—Navel oranges are out of the market. California seedlings, $3 per box; Med. sweets, $4.25; lemons, fancy Messinas, 360s, $4.25. Apples, Spies, $4 per bbl., fancy stock, but will not keep well. Bananas, $2 to $3 per bunch. Strawberries, cases of 24 quarts, $6. Strawberries are retailing at 30c. per box.

E. M. Bernard, the Toronto agent, received the following on May 3 by cable from Bernard & Co., Yokohama: "Tea market opened. Prices about 10 per cent. higher than last year. Quality fair."

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR
OFFICE FOR
Patents Trade Marks Etc.
MONTREAL.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.
Send for Catalogue and Price List.
C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL.

"GILT EDGE"

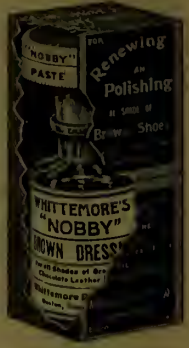
The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried, always used. Largest quantity. Finest quality. Retails at 25 cents.

"NOBBY" BROWN COMBINATION

Package contains a 4-oz. bottle of Nobby Brown Dressing and a full-size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and waterproof polish. Retails at 25 cents.

"JEWEL" BROWN COMBINATION

Package contains a 2-oz. bottle of Brown Dressing and a small decorated tin box of Brown Polishing Paste. The dressing cleans and renews the surface of the leather and the paste adds a brilliant, durable and waterproof polish. Retails at 10 cents.



BOSTON LIQUID WATERPROOF BLACKING

For men's and boys' shoes, produces a brilliant jet black polish without brushing, thus saving time, labor and money. Retails at 25c.

PATENT LEATHER POLISHING PASTE

For giving patent leather a quick, BRILLIANT and WATERPROOF lustre without INJURY to the leather.

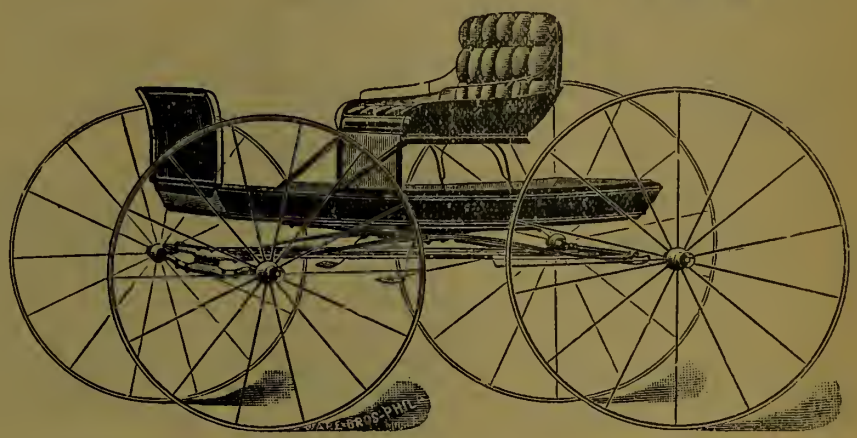
For sale by—
All Wholesale Grocers.

A buggy almost for nothing

We have bought up a large number as shown in cut, and can sell you one with a bill of

Pure Ground Spices, Baking Powder or Coffee

at a price that gives it to you away below actual cost. You can have a delivery wagon in the same way if you prefer it. You can rely on the quality of these goods—both Spices and Wagons. We guarantee the Spices to be perfectly pure, and we give you the maker's guarantee with your vehicle.



DROP US A LINE FOR PARTICULARS

THE TORONTO COFFEE & SPICE CO. LTD.

H.H. SUYDAM. PRES. J.D. ROBERTS. VICE. PRES. J.A. WATSON. SEC.

HALIFAX TRADE GOSSIP.

There is a more hopeful feeling displayed in trade circles, and business in most lines shows an improvement. The way ports are opening up, and fishing vessels are arriving for supplies.

The delegation from the Board of Trade, to protest against the change in the sugar duties, left for Ottawa on Monday. T. M. Cutler, secretary of the Acadia Sugar Refinery Co., is now in Ottawa on the same mission.

Tobacco has advanced here, but protestations are not loud. The change in the sugar duties is the bone of contention, as it directly affects the trade of the port.

There have been some arrivals of molasses, but trade in that article is not improved. The quotations are: Antigua, 24c.; St. Croix, 25c.; Porto Rico, 29 to 31c.; Trinidad, 26c.; Barbadoes, 26c.: Demerara, 39c.; St. Kitts, 22 to 25c.

There is some activity in fishstuffs. The steamer Tyrian is now loading for the West Indies, and will take a valuable cargo. Vessels are fitting out for the banks, and the fleet will be larger than usual. Smoked herrings have dropped 2c. per box. Quotations are: Dry cod, ex vessel, shore, $2.50 to $3.50; small bank, $2.50 to $2.75; large do, $3 to $3.25; bay, $2.25 to $2.50; Labrador, $2.75; haddock, $1.75 to $2; hake, $1.75; pollock, $1.50; shore cod, from store, large, hard, $4 to $4.50; herrings, Bay of Islands, split, No. 1, $1.50; Labrador, No. 1, $6; do, No. 2, $4; shore, No. 1, large, split, fat, $3.25 to $4; round shore, No. 1, $2; alewives, No. 1, $2.75; mackerel, No. 1, $15.50; No. 2, $13.50; No. 3, fat, $9; No. 3, large, $5.50; salmon, No. 1, $17; No. 2, $15; No. 1, small, $13; No. 3, large, $11; No. 3, small, $9.

Flour dealers are quoting higher prices, though there is no improvement in trade, The American article has been coming in rather freely during the past week, owing to dealers being unable to get orders filled promptly at Canadian mills. Quotations are as follows: Hungarian patent, Manitoban, $5.15 to $5.25; Manitoba strong bakers', $4.90 to $5; Canadian pastry, $4.90 to $5; 75 p. c. roller patents, 4.50 to $4.60; 80 do, $4.40 to $4.50; 90 do, $4.30 to $4.35; straight, $3.95 to $4.25; extra, $3.90 to $4.05. Pillsbury's best is quoted at $5.

Dried fruits are in fair demand. Dates are worth 5 to 6c.; off stalk Valencia raisins are quoted at 6 to 6½c.; Californias at 6½ to 7½c. for 3 and 2-crown layers; Malaga layers, $2 and Imperial cabinets, $2.25.

Cheese is reported a shade lower for new, old having been about all used up. The quotation is 11½c., and 11¼c. for large orders.

The provision trade is fairly good. Pork is reported firmer, sales of P.E.I. mess having been said to be made at $13. P.E.I. clear is quoted at $14.75 to $15. Canadian extra plate beef is quoted at $10.50 to $11, and Chicago plate at $13.50, duty paid. Hams are stiffer, the quotation being 12c. for large and 12½ to 12¾c. for small. Roll bacon is worth 8½ to 9c. Side bacon sells slowly at 10½c. Choice Canadian beef is selling at 8½ to 9½c., and native cattle at 8c. Spring lambs are in good demand at $4. Veal is plentiful at 5c.

A lot of new grass dairy butter has been received from the Eastern Townships, which is jobbing at 16 to 17c. in tubs. Native creamery is in good demand at 19c. in tubs and 20c. in prints. Prices may be shaded before the end of the week

Good apples are hard to get, and $2.50 is readily obtained.

There is good enquiry for green fruits of all kinds. Lemons are quoted at $2.50 to $3. Oranges are advancing, $4 being asked for ordinary Valencias of 420 count and $5 for large. Californias, 126 count, are worth $5, and 150 count, $5.50. Cape Cod cranberries are selling at $2.25 per bag of one bushel. Egyptian onions are quoted at 3c. American strawberries, in very limited quantities, have been received, but are not quotable.

Canned goods are in good demand, without change in quotations.

PERSONAL MENTION.

J. M. Wilson, grocer, Fergus, was in Toronto this week on a buying trip. Mr. Wilson has been in business about six months, and is a bright, go-ahead young fellow.

D. N. Dunlop, of Cooney's Manufacturing Co., Ltd., Dublin, is visiting the trade in Canada. He was introduced to the business men in Toronto and Hamilton by Mr. Waddell.

THESE TEAS

Represent the choicest growths from the India and Ceylon gardens, carefully picked and blended. Write for samples and prices.

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.

SOLD IN LEAD PACKETS

Spring Picked ! ! !
Skilfully Blended ! !
Attractively Packed !

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

Science in a Pickle

That is, a pickle manufactured on a sound scientific principle, containing those delicious palate-tickling requisites which make it by long odds the finest article of its kind put up, and incomparably superior to all others—

Gillard's New Pickle

Packed 2 dozen in a case.
Single case lots, $3.40.
5 case lots. $3.30.

Gillard's New Sauce

A most delicious relish, prepared only from the finest Eastern and English vegetables and spices.

Single dozen lots, $1.75. Barrel lots of 12 dozen, $1.60.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

GILLARD & CO. MAKERS **London, England**

The Eyes of all Tea Merchants

the World over

are turned to

INDIA

. . AND . .

CEYLON

The virtues of India's Teas are indisputable.

"The incomparable Darjeelings, the flavory Kumaons and Kangras, the strong liquoring Dooars, and those of Travancore, that land of promise for tea, where thousands of acres are being opened up."

Look out for the **Teas of India and Ceylon**

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOSEPH BOURGEOIS, general merchant, St. Angele de Laval, is arranging with his creditors at one hundred cents on the dollar.

Chas. Grant, grocer, Ridgetown, has assigned to J. Grant.

E. Blaquire, general store and saw mill, Avignon, Que., has assigned.

W. J. Woodburn, general merchant, Windsor Mills, N.S., has assigned.

L. H. Timmins & Bro., general merchant, Mattawa, are seeking an extension.

E. Bernier, general merchant, St. Agathe, has assigned to S. A. D. Bertrand, Winnipeg.

Lebel & Co., grocers, Montreal, are offering to compromise at 25c. on the dollar, cash.

Gales, Allatt & Co., confectioners, Montreal, are offering to compromise at 20c. on the dollar.

John Whyte, general merchant, Drayton; a statement is being prepared for the creditors.

David Craig, general merchant, Watson's Corners, is offering to compromise at 40c. on the dollar.

Lauthier & Co., general merchants, St. Telesphore, Que., have compromised at 40c. on the dollar.

R. Bunyan & Co., general merchants, North Bay, have assigned in trust to John Ferguson, Toronto, and a meeting of creditors will be held on 17th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Mercier & Montreuil, grocers, Quebec, have dissolved.

Strange & McNab, grocers, etc., Barrie, have dissolved. Each continues separately.

Brown & Norton, general merchants, Salmo, B.C., have dissolved. Norton continues.

Chas. E. Lamoureux and Donia Brodeur have formed a partnership to do business in Montreal as grocers under the style of C. Lamoureux & Co.

SALES MADE AND PENDING.

The assets of H. Besette, grocer, Montreal, have been sold.

The assets of George Handfield, grocer, Montreal, have been sold.

T. Burns, groceries and liquors, Cobourg, is advertising business for sale.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

Leavens & Deshane, liquors, Belleville, are advertising business for sale.

The stock and accounts of W. Peterkin, general merchant, Arthur, have been sold, and the proceeds will be divided pro rata.

CHANGES.

D. Baird, grocer, Blenheim, has sold out.

E. Filteau, has opened a general store at St. Anselme, Que.

Daniel Brandon, liquors, Collingwood, is giving up business.

F. Moreau has opened a general store in St. Appolinaire, Que.

Mrs. Sewell, grocer, Strathroy, has sold out to McKellar & Co.

F. A. Frownes, grocer, St. John, N. B., has sold out to W. A. Fowler.

A general store has been opened in Buckland, Que., by Jean Godbout.

Matchett Bros., general merchants, Aurora, have removed to Galt.

Alex. Carrignan, groceries and liquors, Lachine, is commencing business.

T. F. Ruttan, general merchant, Bond Head, has been succeeded by H. Carter.

Laplante & Frere is the style of a new firm of grocers and butchers to start business in Lachine.

C. G. Gerbig, general merchant, Ayr and Woodstock, is closing his branch at the latter place.

J. L. Watt & Scott, Mediterranean goods, Montreal; style changed to J. L. Watt, Scott & Goodacre.

Asselin, Vital & Co., general merchants, Etchemin, Que.; Arthemise Ouellet has been registered proprietress.

Job White & Co., biscuit manufacturers, St. Johns, Que.; Louise J. Towner, wife of Job White, registered proprietress.

J. A. Gagne, groceries and liquors, Lachine, has sold out under style of Robert & Co., and commenced business in his own name.

FIRES.

The mill of G. Vick & Sons, millers and grocers, Orillia, has been burned.

DEATHS.

Alex. Loggie, of the firm of A. & D. Loggie, general store and fish, Burnt Church, N. B., is dead.

The best books are those which stir us up most and make us the most determined to do something and be something ourselves. The best books are those which lift us to a higher plane, where we breathe a purer atmosphere. As we should associate with people who can inspire us to nobler deeds, so we should only read those books which have an uplifting power and which stir us to make the most of ourselves and our opportunities.—Architects of Fate.

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

HELLO!!! YES,
Certainly we sell
"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...
Canadian Cocoanut Co.
(J. Albert McLean, Prop.)
MONTREAL

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

Ask for Prices
WHEN YOU WANT
SALT
FOR ANY PURPOSE
Glad to Send Samples
VERRET, STEWART & CO., Montreal - Quebec.

AN AUTOMATIC SELLING MACHINE . . .
To sell
Adams' Tutti Frutti
For full particulars, apply . .
Globe Automatic Selling Co.
13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST
Table Salt
PAYS WELL!

There's nothing you sell will pay better!
Why not increase your trade by selling

WINDSOR TABLE SALT

It will give your customers more satisfaction than any other brand. It will not cake, and costs no more than inferior salt.

FOR SALE BY ALL WHOLESALE HOUSES

WINDSOR SALT CO. Ltd.. Windsor, Ont.

CHARLES F. CLARK. President. EDW. F. RANDOLPH Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices, PROPRIETORS.

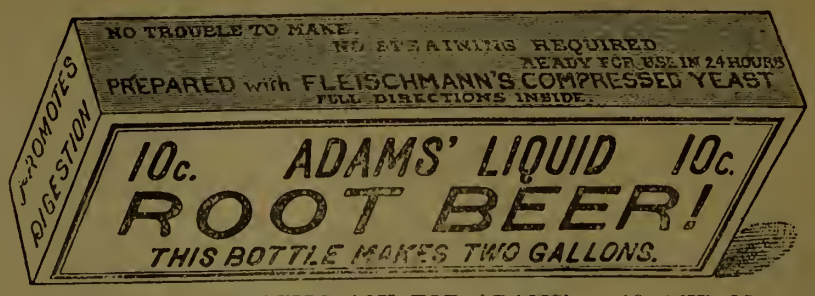
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—McKinnon Building
Cor. Jordan and Melinda Sts.
THOS. O. IRVING, Superintendent.

ADAMS' GINGER BEER IS DELICIOUS.



ORDER NOW

YOUR CUSTOMERS ASK FOR ADAMS'. 10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.

Dominion Agents. 38 Front St. E., Toronto, Ont.

WE ARE HEADQUARTERS FOR

JAMS, JELLIES and MARMALADES

SOUTHWELL'S New Season's Goods.

Write for Quotations. Now arriving ex London Steamers.

FRANK MAGOR & CO.

16 ST. JOHN ST. Montreal

CURRENT MARKET QUOTATIONS

Toronto, May 6, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on tho usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16

PURE GOLD.	
5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
0 cent can.....	0 90
Ocean Wave—	
No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz'), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

W. H. GILLARD & CO., PROPRIETORS.

Diamond—	
1 lb. tins,2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER,

½ lb. glass jars.....$1 25	
1 lb. glass jars..... 2 00	
1 lb. sealer jars..... 2 25	

THE F. F. DALLEY CO.

	per doz.
Silver Cream, ¼ lb. tins, 4 to 6 doz. cases.....$0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00

	per doz
New York Dressing, 1 doz cases.....	0 75
Spanisb Satin Gloss, "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

THE ALPHA CHEMICAL CO.

Shoe Dressing—	Per Gross
French Oil in 3-doz. cases.....$	22 00
Reliable Shoe Dressing.....	9 00
Ecliplic Combination tan	12 00
Moody's Ox Blood....	12 00
" Chocolate....	12 00
Alpha Chemical Co. French Castor Oil...	9 00
Alpha Chemical Co. Refined Sweet Oil..	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Put up in ¼ gross cases.

Shoe Blacking—	
Reliable French Blacking, No. 5	9 00
" " " No. 2	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1½	4 25
Patent Leather Polish No. 1½	9 00
Waterproof Dubbin No. 4	9 00
Alpha Metal Polish No. 2.....	9 00

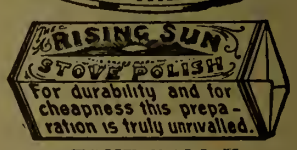
Put up in ¼ gross cases.

Patent Stove Polish—	
Sunlight Lead Bar	4 25
Packed in ½ gross cases	
Sunlight Liquid, ½ gross cases...	10 80
Moody's Black Lead	4 25
½ gross cases	
Reliable Stove Pipe Varnish	15 00
½ gross cases	
6-oz. bottles	
Quickshine Pipe Varnish.....	12 00
¼ gross cases, pressed top tins.	

Stove Polish—	per gross
Quickshiue Polish	9 00
Reliable Paste..	6 00
Electric Crown Paste	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

Reckitt's Black Lead, per box..... $1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr. 7 25



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5o. size, ¼ gross boxes.....	5

Starch . .

LAUNDRY STARCH

CULINARY STARCH

RICE STARCH

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
	per doz
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bottles	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread	0 07
Warhler, with Song Restorer	0 05¾
Belgian, with Bird Improver	0 05½
International, with Bird Treat	0 05¼
German X, with Cuttlefish Bone	0 04¾
German, with Cuttlefish Bone	0 04¼
London Bird Seed, bulk 25 lb. cases	0 04½
Bird Gravel, 10c. pkts., 24 in case	0 06
Bird Gravel, 5c. pkts., 48 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05

CORN BROOMS

CHAS. BOECKH & SONS. per doz.

	net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS. per doz.

Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 40	1 70
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3s	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 72½	0 75
Lobster, talls	2 30	2 52
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 50
" Horseshoe	....	1 50
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " ¼s	0 10½	0 11
" " " " ½s	0 18½	0 19
Sardines, other brands 9¾	0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kippered Herring, 1-lb.	1 6	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef. No. 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1½ lb.	7 00	7 20
" " 2 lb.	8 50	8 80
" " 2½ lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" " 2 lb.	6 50	6 80
Chipped Beef, ½ lb.	1 60	1 70
" " 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb.	70	75
Potted Meats, Tongue or Ham ½ lb.	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb.	70	75
Potted Deviled Ham or Tongue, ½ lb.	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	....
Sliced Gold Band Bacon	3 00	...

Codfish.

	per doz
Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c bars	$1 20
" " (in cream pitcher) 365c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Bauner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

WILLIAM EVANS

Field, Garden AND Flower Seeds

AGRICULTURAL IMPLEMENTS

Superphosphate and other Fertilizers

Warehouses { Nos. 89, 91 and 93 McGill Street
Nos. 104, 106 and 108 Foundling St.
No. 42 Norman Street

MONTREAL

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET Montreal

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER

Belleville, Ont.

Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, Ont.

To Oblige

SMALL GROCERS

SILVER DUST

BAKING POWDER

Is put up in half-cases

If . . .

Your wholesaler is out of it write us. We can put you on the right track to make money selling washing powders.

SILVER DUST MANUFACTURING CO.
Hamilton

COWAN'S

Hygienic and Perfection Cocoas and Cocoa Essence

Queen's Dessert, Royal Navy and Perfection Chocolates

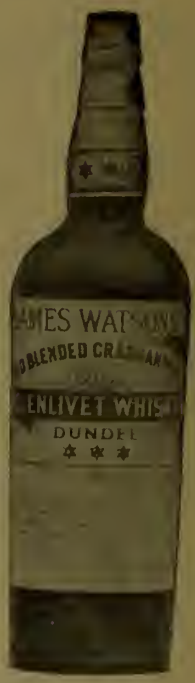
Chocolate Pink, White, Lemon Color Icings
A child can ice a cake in three minutes.

Cowan's Famous Blend Coffee is perfection in strength and flavor.

THE COWAN CO. LTD. - TORONTO

ASK FOR

MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

CADBURY'S.

Frank Magor & Co., Agents.

	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 " "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs.	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla— White " "	0 73	0 83
Unsweetened— Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles— ½ lb. boxes "	0 19	0 20

FRY'S.

(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	....
" 1 lbs. " "	....
Homeopathic, ¼'s, 14 lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate. 0 21	0 43
Mott's Sweet Chocolate Liquors. 0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 hulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa— In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

NOTHING LIKE TIN

for Biscuits at any season of the year, but during the warm weather it is absolutely dangerous to sell Sodas that are packed in any other way. Our Cream Sodas, in 3-lb. tins, are always safe to sell. They will insure a crisp, tasty morsel to your customers.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb...	....	....
Improved Shredded, " ...	....	....
Beaver " ...	....	....
Macaroon " ..	....	....
Desiccated " ...	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 13 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 18 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

Mecca	....	0 34
Damascus	....	0 30
Cairo	....	0 25

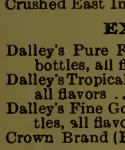
TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Laguaya "	....	0 26
Mocha and Java	0 32	0 34
Old Government Java	0 30	0 32 0 35
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 25
Crushed East India	....	0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

Crown Brand (Robert Greig & Co.)—



1	oz. Bottle, per doz.	0 90
2	" " "	1 50
2½	" " "	2 00
4	" " "	3 00
8	" Bottle "	6 00
4	" Glass Stop'r "	3 50
8	" " "	7 00

Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles gross	12 00
Ketchup, Screw Top "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

BOVRIL

	per doz.
Bovril—1 oz. bottles	$2 00
2 oz. "	3 75
4 oz. "	6 50
8 oz. "	11 25
16 oz. "	18 25
Small bottles, (to make one cup)	1 00
Invalid Bovril—2 oz. jars	3 85
4 oz. jars	6 55

FRUITS.

FOREIGN.

	per lb
Currants—Provincials, bbls ..	0 04¾ 0 04¾
" ½ bbls ..	0 04¾ 0 05
" Filiatras, bbls	0 04¾ 0 05
" ½ bbls ..	0 04¾ 0 05
" Patras, bbls	0 05½ 0 05¾
" ½ bbls	0 05½ 0 05¾
" cases	0 05½ 0 05¾
" Vostizzas, cases	0 06½ 0 08
" Blue Pearls	0 08 0 08½
Dates, Hallowee boxes (new)	0 05½ 0 06
Figs—Eleme, 10 oz	0 07½ 0 00
" " 10 lb	0 09 0 12
" " 18 lb	0 11 0 13
" " 28 lb	0 13 0 14
" taps	0 03 0 04
" natural, boxes	0 05 0 06
" ditto, bags	.... 0 04½
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux	0 04½ 0 06½
Raisins—Valencia off stalk	0 05 0 05¼
" Fine, off stalk	0 05¾ 0 06
" Selected	0 06¾ 0 07
" Layers	0 07 0 07½
" Sultanas	0 07 0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07¼ 0 08¼
Malaga	per box.
" London Layers	1 60 1 80
" Dehesa Clusters	3 50 4 00
" Imp. Raisins Clusters	5 00 5 50

DOMESTIC.

Apples, dried, per lb	0 02 0 03½
" evaporated	0 03 0 05

FOOD.

	per brl.
Split Peas	3 25 $3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	.... 2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS. per doz.

Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size (Sold by all wholesale grocers.)	1 50

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.		
1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX'S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto— 50 to 60 dy basis	2 15
20, 30 and 40 dy	2 20
10, 12 and 16 dy	2 25
8 and 9 dy	2 30
6 and 7 dy	2 35
4 to 5 dy	2 60
3 dy A P	2 85
HORSE NAILS— Canadian, dis. 50 per cent.	
HORSE SHOES— From Toronto, per keg	3 35
SCREWS—Wood— Flat-head iron, 80, 10 and 10 p. c. dis. Round-head iron, 75, 10 and 10 p. c. dis. Flat-head brass, 77½, 10 and 10 p. c. dis. Round-head brass, 72½, 10 and 10 p.c. dis.	
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under)	1 35
ROPE—Manilla	0 06⅞ 0 08¼
Sisal	0 05¼ 0 06⅞
AXES—Per box	5 25 9 00
SHOT—Canadian, dis, 17½ per cent.	
HINGES— Heavy T and strap	0 03¾ 0 04¾
Screw, hook and strap	2 40 3 50
WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.	
25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02
TURPENTINE— Selected packages, per gal. 2c, extra outside points.	0 44
LINSEED OIL— Raw, per gal	0 43 ....
Boiled, " 2c. extra outside points.	0 46 ....
GLUE—Common per lb	0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.	per doz.
Mange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch— 1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish— Old Irish	7 50	8 00
Banagher "	9 50	10 00
" in wood, per gal.	4 25	5 25
Geo. Sayer & Co. Cognac— I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto— Ports	2 10	6 50
Wisdom & Warter— Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch	....	4 40
Special old Scotch	....	5

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.
Pony size	$ 7 50	Beer Mug 16 20
Small Med.	7 50	Tumbler 11 50
Medium	10 80	Cream Jug 21 00
Large	12 00	Sugar Bowl 22 00
Spoon	18 00	Caddy 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03¾	0 03⅞
Patna	0 04¾	0 05¾
Japan	....	0 05
Imperial Seeta	....	0 05¼
Extra Burmah	0 04¾	0 04⅝
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

ROOT AND GINGER BEER.

Adams' 10c. size, per doz	$ 80
" " " gross	9 00
" 25 " " doz	1 60
" " " gross	18 00

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch— W. T. Benson & Co.'s Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch— Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb boxes. 1 lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08
		0 08½
PURE—16-lb. boxes		0 07
OSWEGO CORN STARCH	40-lb. boxes, 1-lb. packages	0 07½

There are reasons for it.

FOR WHAT ?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS ?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

Our sales for the month of March considerably more than doubled the sales of the corresponding month of last year.

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO STARCH } 38-lb. to 45-lb. boxes, 6 bundles	0 06
BARRELS } Silver Gloss	0 07½
BARRELS } Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs.	0 04¾
Kegs, 100 lbs	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, single barrels	0 04 7-16
Redpath and St. Lawrence, 5-barrels	0 04⅜
Acadia, single barrels	0 04⅜
" 5 "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05¾ 0 05½
" in 50 lb. boxes	0 05½ 0 05⅝
Extra Ground, bbls. Icing	0 05⅝ 0 05½
Powdered, bbls	0 05 0 05¼
Very bright refined	0 03¼ 0 04⅛
Bright Yellow	0 00 0 03¾
Dark Yellow	0 00 0 03⅝
Demerara	0 03⅞ 0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark.....per gallon.	0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails	....	1 00
" 3 gal. pails	1 35	1 40

MOLASSES.

Barrels	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot	4 20
Box Lot	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box : 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.	....	0 35
" " 60 ½-lbs. / 30 1-lbs.	....	0 35
" " 120 ½-lbs.	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14
Young Hyson— PING SUEYS.		
Half Chests, firsts	0 28	0 32
" seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19
Half Chests— JAPAN.		
Finest May plokings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

LIPTON S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c.	0 22
Blue label, retailed at 40c.	0 30
Red lable, retailed at 50c.	0 36
Gold label, retailed at 60c	0 44

Terms. 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.		
Blue Label, retail at 30c		0 22
Green Label " 40c		0 28
Red Label " 50c		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's	0 57
Laurel, 3's	0 49
Brier, 7's	0 47
Index, 7's	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's	0 44
Prince of Wales, In caddies	0 48
" " In 40-lb. boxes	0 48

WASHING POWDER.

"SILVER DUST"

Case	72 1-lb. cartoons	5 00
Half case..	36 1-lb. "	2 50
Case	24 3-lb. "	4 25
Half case..	12 3-lb. "	2 12
Case	100 5-cent packages	3 50
Half case..	50 5-cent packages	1 80

WOODENWARE.

	per doz
Pails, 2 hoop, clear, No. 1	$ 1 45
" 3 " " "	1 60
" 2 " " " 2	1 40
" 3 " " " 2	1 55
" " " painted " 2	1 40
Tubs, No. 0	8 00
" 1	6 50
" 2	5 50
" 3	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Cas
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross	$ 2 00
" 10 " "	1 10
" 2 Tiger, "	5 00
" 4 " "	2 00

Licorice Goods

SOME OF OUR LEADERS ARE :

Pure Calabria "Y & S" Licorice
Acme Licorice Pellets
Tar Licorice and Tolu Wafers
Licorice Lozenges
"Purity" Penny Licorice

YOUNG & SMYLIE, - Brooklyn, N.Y.

For .....

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

BOVRIL

The Guaranteed Product of Prime Ox Beef.

BOVRIL is the best restorative for an over-worked brain. It readily assimilates and does not overtax the digestive powers; if taken just before retiring for the night it induces healthy sleep without any reactionary depression in the morning.

To be obtained from all leading Wholesale Druggists and Grocers in the Dominion.

BOVRIL LIMITED
27 St. Peter Street, MONTREAL.

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW

TORONTO .... MONTREAL

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES
on this Continent.

Trade-Mark.

No Chemicals are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,

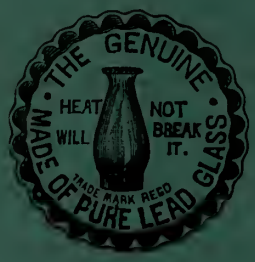
Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto, Agent for Ontario,
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

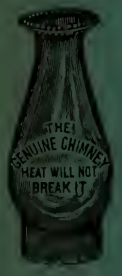
THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

COWANS, KENT & CO., - TORONTO

The Standard of Excellence

Is an enviable record for any product to attain, and as applied to Gelatines is synonymous with

KNOX'S
GELATINE

The Only Pure Gelatine Made.

It received the highest medal at the World's Fair for strength, purity and good flavor. My reputation and my capital stand back of my Gelatine, and I authorize grocers to guarantee satisfaction or money back.

MAKES 2 QUARTS JELLY

Write for Liberal Offer.

Agents—

A. E. Richards & Co. - Hamilton
William H. Dunn - - - Montreal
Beattie & Elliot - - - - Quebec
C. & E. MacMichael - - St John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.

C. B. KNOX,
JOHNSTOWN, N.Y.

LEA AND PERRINS'

Observe that the SIGNATURE

Lea & Perrins

Is now printed in blue ink diagonally across the OUTSIDE WRAPPER

Of every Bottle of the

Sold Wholesale by the Proprietors, Worcester; Crosse & Blackwell, Limited, London; and Export Oilmen generally.

RETAIL EVERYWHERE.

ORIGINAL . . . WORCESTERSHIRE **SAUCE.**

AGENTS—J. M. Douglas & Co., and Urquhart & Co. Montreal

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . .

MacLean Publishing Co.

Montreal : : Toronto

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, MAY 14, 1897. No. 20

Manufacturers to Her Majesty the Queen by Special Warrant

To the Court of Holland and the King of Italy

To H.R.H. the Prince of Wales Purveyors

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 — Only Silver Medal Paris 1875

Only Medal Dublin 1865. — Grand Gold Medal Moscow 1872 &c &c

Bulls Head Trade Mark

1878 Cross of the Legion of Honour

Wheat Farina

You won't have to ask your customers to experiment with "something new" when you sell them "Wheat Farina." It has been on the market long enough to advertise its good qualities itself. Known to some people as Wheat Germ, Wheat Grits, and Wheatlet. As a Porridge it makes a delicious breakfast dish. It makes nice puddings also. It is the standard preparation of its class.

The Tillson Company Ltd.

Tilsonburg, Ont.

From Manufacturer to Retailer—Direct.

Success with Canned Meats

It is not a matter of chance. The full and habitual satisfaction of your customer; furnishing goods of unvarying excellence; goods that are certain to please to-day, to-morrow, every day—that is the way to win success. Grocers the world over know that canned meats bearing the "Helmet" trade mark are certain to please. They can be depended on for uniformity day in and day out, and they are prized best by customers who use them most. There is a world of satisfaction in selling them, and a good profit for the grocer, of course.

If your jobber does not sell you the "Helmet" brand, write to

J. L. WATT & SCOTT, Toronto and Montreal
W. S. CLAWSON & CO., St. John, N.B.
SPRATT & MACAULEY, Victoria, B.C.

Manufacturers' Agents.

Or Address . . . .

Armour Packing Co., Kansas City, U.S.A.

Batty's

NABOB PICKLES and SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

Tanglefoot

SEALED

STICKY FLY PAPER

The only kind that fulfils all requirements and expectations

Is sold by the following Wholesale Grocers in Canada :—

H N Bate & Sons	Ottawa, Ont	James Hodge	Fredericton, N B
Black & Co.	Truro, N.S.	Hudson's Bay Co.	Winnipeg, Man
L. Chaput Fils & Cie	Montreal, Que	Hudon, Hebert & Cie	Montreal, Que
Geo Childs & Co.	Montreal, Que.	Laporte Martin & Cie	Montreal Que
Dearborn & Co.	St. John, N.B.	Lucas, Steele & Bristol,	Hamilton, Ont
The Eby, Blain Co. Ltd	Toronto, Ont	A. Macdonald Co. Ltd	Winnipeg, Man
H. P Eckardt & Co.	Toronto, Ont	M. Masuret & Co	London, Ont
Elliott, Marr & Co.	London, Ont	N. Quintal & Fils	Montreal, Que
W H Gillard & Co.	Hamilton, Ont	A Robitaille & Co	Montreal, Que
Gilmour & Co	Brockville, Ont.	Nazaire Turcotte & Cie.,	Quebec, Que
Gorman, Eckert & Co	London, Ont.	Geo. Watt & Sons	Brantford, Ont

EVERY WHOLESALE DRUGGIST IN CANADA SELLS IT.

Standard Goods THE Best to Handle

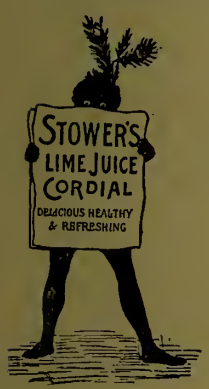
ATTENTION ! ! !

Order Now And Be In Time

STOWER'S

LIME JUICE CORDIAL. PURE LIME JUICE. CLARIFIED LEMON SQUASH.

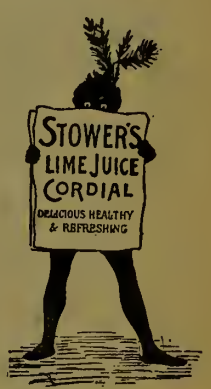
The warm weather will soon be here, so order Stower's preparations now so you will have the Best for your customers.



No Musty Taste or Smell

The Best, Purest and Strongest double refined Lime Juice on the Market.

Made from West Indian Limes.



STOWER'S PEPTONIZED SAUCE

A PERFECT DIGESTIVE RELISH. PAYS A GOOD PROFIT.

AGENTS FOR THE DOMINION

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

"I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar

with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

CRESCENT BRAND

BM&Co.
TRADE MARK.

BRUNNER, MOND & CO., Ltd.,
NORTHWICH, ENGLAND
MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

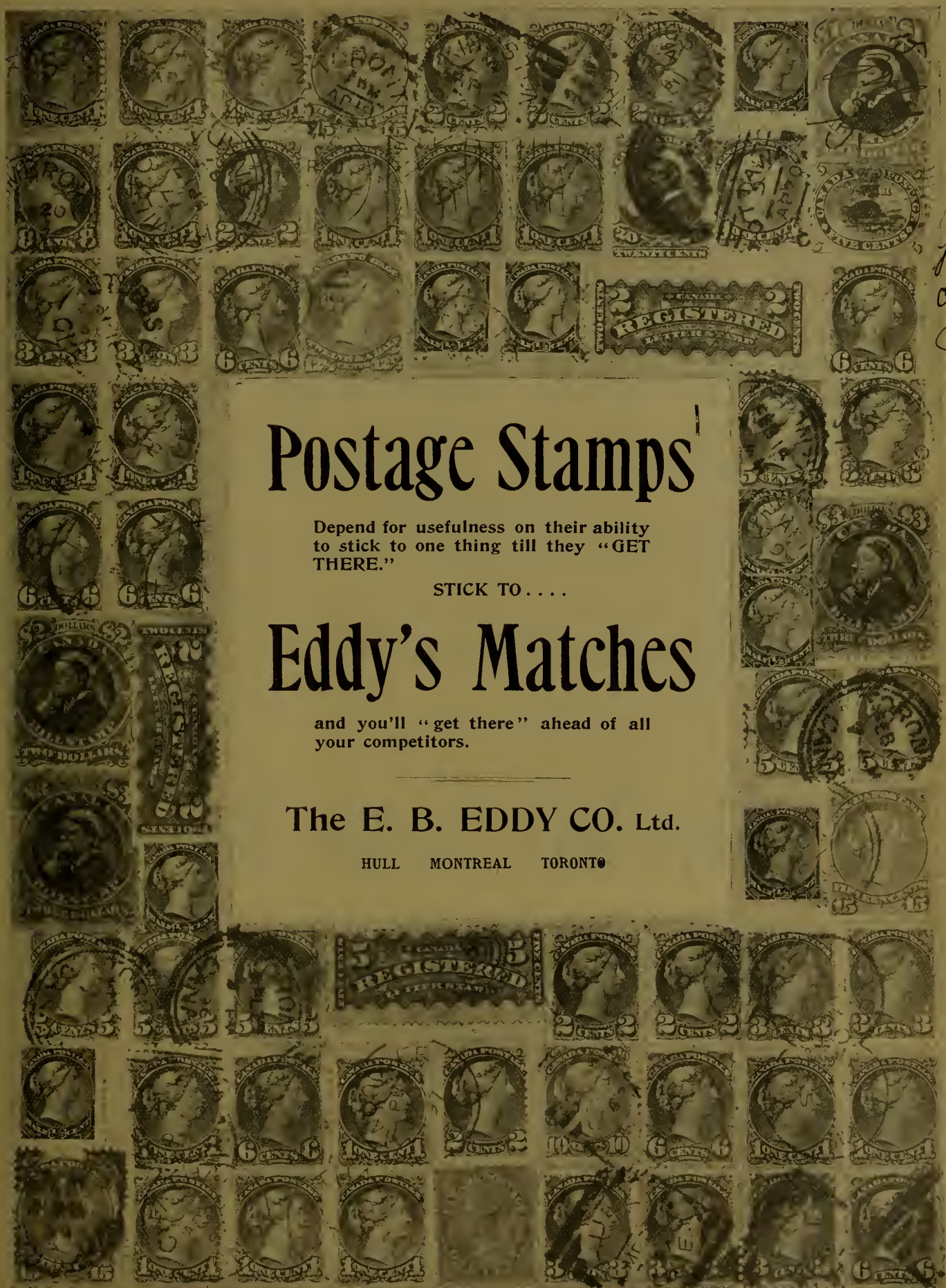
BROOMS

People will soon begin to think of house-cleaning.
See that your stock of brooms is complete.
You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.



Postage Stamps

Depend for usefulness on their ability to stick to one thing till they "GET THERE."

STICK TO....

Eddy's Matches

and you'll "get there" ahead of all your competitors.

The E. B. EDDY CO. Ltd.

HULL MONTREAL TORONTO

CONSIDER

The largely increased sale; unbounded satisfaction given, and handsome margin made

HANDLING OUR

STANDARD BLACK TEAS

The 400 Select **Morning Luxury**
The Globe
Imperial Congou **Russian Congou**

Combining delicious, aromatic and stimulating qualities, together with absolute purity—and our guarantee that the high standard is always maintained.

New York Ginger Ale

Have your customers tried it? Give them a chance. Nothing like it during the hot weather. Everybody likes it—everybody buys it: You make the profit. 1 dozen in case; 5 case lots and over, 80 to 85c. per case, delivered, according to distance.

W. H. GILLARD & CO.

JOHN MOUAT,
Northwest Rep. Winnipeg.

HAMILTON.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, MAY 14, 1897 ($2.00 per Year) No. 20

RETAIL TRAFFIC.*

By J. W. Hammond.

MR. PRESIDENT and members of the Retail Grocers' and Merchants' Association of Illinois: The subject given me, "Retail Traffic," is an old one, and one from which many of you have listened to good addresses, both at Springfield, also at Edwardsville.

I fear it will be a tiresome task for you to listen to what I may offer, inasmuch as I doubt my ability to furnish you with anything new or instructive. But having been appointed by our worthy president as a member of the Committee on Retail Traffic, to make an address on this subject at this, our fourth annual convention, held in this, the Gem City of the West, if you will bear with me a few minutes, I will, as briefly as possible, give you the few ideas that come to my mind.

In the first place, "Retail" means the selling of commodities in small parcels or quantities. "Traffic" means the passing of goods from one person to another for money or its equivalent.

Thus we find our subject a broad one. Not confined to grocers alone, but embracing all lines of retail business, the dry goods merchant, the clothing merchant, the boot and shoe merchant, the hardware merchant, the druggist, the jeweler, the book and stationer, the news dealer, the hat and cap dealer, the baker, the butcher, the fuel and feed dealer, and many others as well as the 13,000 grocers scattered over this great state of Illinois. Of this number, 4,000 are located, and are doing business, in the city of Chicago alone.

The incentive for which all these varied lines of retail business are conducted is for the purpose of an expected margin of profit —when the year's business is concluded. In order to get this profit, it is necessary, at whatever price goods are bought, they must bring a higher price when sold, otherwise there can be no profit.

Before engaging in any line of business a person selects, first, a location, ascertains the expense for rent, light, fuel, stationery, etc. These items of expense can be figured almost to a certainty. The expense for salaries paid to clerks comes in later, and the number of clerks employed, and the salaries paid, depend upon the volume of business that may be done.

Another item of expense is for advertising. No matter how small the village or how large the city, every retail merchant is compelled to advertise in some way—more or less. A show window, filled with attractive goods and arranged in good taste, is a good outside advertisement. A well selected stock of goods, a neat and tidy store, with everything well arranged, first-class fixtures, etc., is a good inside advertisement, and will attract the attention of customers as much, or more, perhaps, than a well-worded newspaper advertisement. We find many ways of advertising, and hardly ever know what advertisement pays us best.

But advertising alone will not make business a success. It will not sell the goods—it only brings the people to your store.

When a selection has been made as to location, stock must be bought. The only suggestions I can give in regard to the purchase of stock are:

First—Know your business.

Second—Buy your stock right.

Third—Mark your goods to sell at a profit.

A careful buyer will not buy speculatively —but will buy only as his trade and sales demand.

Times are hard and we should be satisfied with a small profit after expenses are paid. Every family in every community, no matter how rich or how poor, require at the hands of the grocer the substantials of life, and we find two classes of people who buy the luxuries. One, the liberal buyer, with plenty of money, who always wants the best and is willing to pay for it. The other, the liberal buyer, with a bold face, assuming that none could doubt his ability to pay—convincing the proprietor with his smooth talk that his credit is almost unlimited—he always wants the best—is willing you should make a good profit—but who never pays!

These never-pay customers are a curse to any business, and are the ones we all desire to rid ourselves from. No town—no city—has enough of these good-pay customers to satisfy our desires. We all try hard to gain such patrons. To gain such we must give good goods. Fair, honest treatment at all times will soon gain their confidence. With their confidence once gained, you have a fair show for their constant patronage. When once they come to your store, proper treatment, the right kind of goods and the right price will bring them back again when in need of anything in your line.

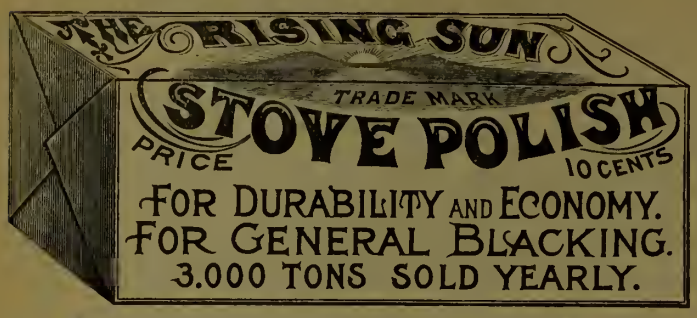
Good clerks are as essential to a good business as is a good proprietor with a well-selected stock of goods. The business world is in especial need of faithful, honest, competent, gentlemanly clerks. Such clerks are in demand everywhere. No one wants the careless, the slovenly, the rude, the impudent clerk. For such we have no need. Neither have we need for the lazy clerks, who, like the lazy school teachers, are generally incurable.

Deceive no customer in regard to quality or quantity. This rule should apply to proprietors as well as clerks. If customers base their purchases upon their own judgment it is usually best to let their experiences be their teacher.

There may be a difference as to the commercial value of customers, but a good clerk will always show the same courteous treatment to the poor as well as the rich, and answer all their enquiries in a gentlemanly

*Paper read before the Retail Grocers' and Merchants' Association of Illinois.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers, also the MoClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

way, without insult to any one, and in no case in anger.

A good clerk will keep stock clean and inviting, pay attention to customers and try to please them. Try at least to leave no bad impression on their mind—otherwise they may never call again.

Those of us who sell goods on time have our credits to watch, and in these times of low prices for farm products—with the many idle wage-earners—we must watch our credits closely, otherwise we can easily lose one or more years of hard-earned profits—and not only our profits, but our capital as well. It seems rather discouraging to those of us who do a credit business to know that our State Legislature, while adopting a scale of weekly payments for the laborer, (except in case of railroad companies), still allows the laborer the exemption as though he were paid by the month. ($50 in wages is exempt.) This scale of weekly payments makes weakly payments for the grocer, and in many cases so weak they amount to nothing at all. While we have many friends among our State Senators and Representatives, we have not enough, at least we never have had enough, to pass a law allowing us, as creditors, any portion of a debtor's wages, except, as has been stated, $50 in cash is always exempt from garnishment.

While I do not think our law-makers dishonest, I do think the exemption law tends to make the people dishonest. We could make honest people ourselves if our Legislature would abolish all laws for the collection of debts. I, for one, would favor it.

National, state, county and city salaried officers are by law exempt from garnishment. Are our law-makers better, or are they worse than other people, that they need this protection? Laws good enough for them should be good enough for the people who, by their votes, place them in power. They make the laws, we have no voice—except to vote.

"Of tariff and silver
There are many views;
But the poor-pay account
Gives all merchants the blues."

In the collection of our just dues we should have some protection, or none at all.

The officers of our State Association have spent much of their valuable time and a good deal of their hard-earned money trying to get a just and equitable exemption law passed. In this work they have been helped by some of our local organizations. So far, nothing has been accomplished. If we could collect a portion of a debtor's claim. no matter how small, it would relieve the monotony of losing the whole account.

If we can get no relief as has been asked, sooner or later we will be forced to adopt the jobbers' method. They, before opening an account, compel the creditor to answer a catechism of questions. The credit man of the house learns how much he owns—he learns how much he owes. And more—he knows his habits, as well as his financial strength. The answers given determine, to the satisfaction of the credit man of the house, whether he is worthy of credit or not.

Those of us doing business in the country towns and in smaller cities find it difficult to do a strictly cash business. While our competition is sharp, I see no other way than to watch our credits closer. Push our business harder. Push our competitors harder. Push our employes harder, and make a strong push all along the line to make a profit sheet worthy a showing. The reason some merchants do not succeed is because they try to use a "pull" when a "push" is necessary.

It will be found just as necessary to cater to the trade if established in the year 1800 as if started last month. Age may be entitled to reverence, but it is not likely to make a very heavy bank account unless backed by something more substantial. Don't get the notion in your head that because your store was established way back in the sixties people will buy from you solely on that account. Pride of ancestry in storekeeping plays no very important part in the minds of the public to-day. The majority of people don't care a rap whether a store was organized 25 years ago or last week, so long as they get what they want. None of us can sit in contentment on the laurels of the past generation.

Daily experiences in a retail business, if taken advantage of and thought over, are a means of education of a practical kind which can be gained in no other way.

If each town in our state would form an organization (not necessarily a grocers', for we are all interested parties as regards many points) much can be accomplished. In smaller towns include every retailer, at least invite them to join. The smaller the town the more necessity to organize. And why? It enables cach merchant to have the experience of his neighbors in giving credit, and in this way helps him sift out the poor payers. In numbers there is strength. Towns can form companies; companies form regiments, and regiments form brigades.

A NOVEL ADVERTISEMENT.

The E. B. Eddy Co.'s advertisement in this issue deserves special notice, not only on account of its "get up," which is certainly novel and unique, but because the collection of stamps shown thereon indicates in a measure, not only the magnitude of this concern, but the length of time Mr. Eddy has been in business. We understand the stamps from which this photographic half-tone is made all came off letters and documents of the company. Almost every denomination is shown, from the little half-cent postage stamp to the robust, substantial $3 bill stamp. Observe also the old 5c. Province of Canada "Beaver" stamp shown alongside of the most recent issue of "Queen's Head" 20c.

The moral which is sought to be inculcated by this advertisement is to stick to a good thing till you "get there" the same as the postage stamp sticks to a letter till it "gets there." The advice is good and deserving of the consideration of all people in business, and of some people who are not now in business, but might be if they had stuck to it as this recommends.

WHEN IN NEED . . .

WRITE, WIRE
OR 'PHONE US.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, HAMILTON

Have YOU thought about the coming season, the warm months which will bring enquiries for cooling beverages? WE have, and have a large line from which you can select:

HIRE'S ROOT BEER
WILSON'S ROOT BEER
HENDERSON'S EXTRACT OF WILD CHERRY with counter outfit.
STOWER'S LEMON SQUASH
ROSE'S LIME JUICE
ROSE'S LIME JUICE CORDIAL
SOVEREIGN LIME JUICE

Do not wait till you are asked for these goods and then miss a sale by not having them, but order now from

JAMES TURNER & CO. - - HAMILTON, ONT.

There are others!

But compare them with

"REINDEER" BRAND

CONDENSED MILK, CONDENSED COFFEES, EVAPORATED CREAM

These goods are asked for!

Freight paid in 5-doz. lots and upwards

If you are looking for a seller, buy our Celebrated Brooms

K 1, K 3
K 2, K 4 and K 5

A sample order of five dozen will convince.

THOS. KINNEAR & CO. WHOLESALE GROCERS 49 FRONT STREET EAST **TORONTO**

BRITISH SEA FISHERIES IN 1896.

A PARLIAMENTARY paper has just been issued containing statistical tables and a memorandum relating to the sea fisheries of the United Kingdom in 1896, together with a return showing the quantity of fish carried by railway from each of the principal ports in each year from 1891 to 1896 inclusive. The statistics are, throughout, exclusive of all fish imported from foreign countries.

The total quantity of fish landed in England and Wales, exclusive of shell fish, amounted in round figures to 377,000 tons, worth at the time of landing £5,167,000. The shell fish landed were worth £343,000. The value of the fish shows a slight increase on that in 1894 and 1895. In Scotland, 6,138,000 pennyweight were landed, the value being £1,569,000, to which must be added £78,000, the value of the shell fish landed. The figures for Ireland show a total of 843,000 hundredweight, valued at £266,000, or including shell fish, £279,000. Both in Scotland and in Ireland, as compared with 1895, there was an increase in the quantity and a decrease in the value of the fish landed. In the whole of the United Kingdom approximately 726,000 tons were landed, the value being £7,436,000, inclusive of shell fish. This compares with £7,600,000 in 1895. In 1894 the French sea fisheries were worth £4,681,000 and the Canadian £4,317,000, while in 1895 the Norwegian sea fisheries were worth £1,234,000. In the three years 1889-'91 the average yearly value of the sea fisheries of the United Kingdom was £6,620,000, while in the three years 1894-'96 it was £7,432,000. Soles and turbot have slightly increased in quantity, but have fallen in value. Haddock and hake have increased both in quantity and in value, but herrings and mackerel have increased in the former respect and decreased in the latter. The number of oysters taken in England and Wales has risen from 25,276,000 in 1895, to 29,192,000 in 1896, the value rising from £78,000 to £91,000. Lobsters have also increased from 677,000, worth £30,000, to 932,000, worth £46,000, and crabs from 4,501,000, worth £55,000, to 5,030,000, worth £61,000. Lobsters are landed in Scotland on an average to the value of about £28,000 a year, and in Ireland to the value of about £7,600 a year. Oysters in Scotland average about £1,200 a year, and in Ireland about £1,400 a year. With regard to the trade at individual ports, more fish were landed at Grimsby and Hull than in any previous year. The figures for the chief ports in tons are : Grimsby, 86,000 ; Hull, 53,000 ; London, 52,000, and Lowestoft and Yarmouth, 31,000 each. The total imports of fresh and cured fish were 2,458,643 hundredweight, worth £2,978,471, in 1895, and 2,619,235 hundredweight, worth £3,212,712, in 1896. The re-exports of fish imported amounted to 327,944 hundredweight, worth £524,795, in 1895, and 346,154 hundredweight, worth £576,636, in 1896. In 1895 1,425,115 hundredweight of herrings, worth £1,626,889, were exported, chiefly to Germany, and 1,375,056 hundredweight, worth £1,328,656, in 1896, the exports to Germany showing a considerable falling off. The value of other descriptions of fish exported was £655,517 in 1895, and £680,491 in 1896. The value of the fish imported into this country and retained from home consumption now exceeds £2,600,000 a year, having increased from £2,112,000 in 1889. On the other hand, the total value of Brttish and Irish fish exported from this country, which for many years averaged about £1,700,000 a year, rose in 1896 to £2,009,000. The total value of the fish consumed in the United Kingdom has risen from £6,365,000 in 1889 to £8,063,000 in 1896.—London Times.

MAYOR BOULTER.

Mr. Wellington Boulter, of W. Boulter & Sons, is now chief magistrate of a town as well as head of a canning firm, he having the other day been elected Mayor of Picton, Ont. Mayor Boulter is an energetic and enterprising business man, and if he exhibits the same enterprise in his new office as he has in his own business the town of Picton should be a gainer thereby.

THE SUCCESSFUL BUSINESS MAN.

I DO not know a more melancholy example of the human race than what is known as the highly successful American business man ; the sort of man who "opens his daily life with his office key and closes it with a letter for the late mail," writes F. Hopkinson Smith in Business. He has, of course, secured what nine-tenths of the young men of this country wish they had—business success, a large amount of securities, ample provision for his family and a certain power in the commercial world. If he has escaped pitfalls and thus saved his character he has certainly incurred the envy of a large proportion of fellow men differently situated. To regain the good feeling of his fellows he has one thing left, and that is to turn philanthropist. In doing this he can recover, to a certain extent, that portion of the respect of his fellow human beings which is worth the having ; but, as far as he is concerned, there is no other course left for him in life except either to keep on the same treadmill, accumulating and perhaps dispensing, or accumulating and becoming a miser, or to give it all up and begin to learn to live anew. If his life permits, that is, if it has not been worn out by too close application to work, he may probably before he is 60 go to the school of common sense and learn the joys of outdoor life—of flowers, music, art, literature, sympathy with his kind, a tender appreciation of everything there is in the world that makes life worth living. If he learns that successfully, the last ten years of his life—between 60 and 70—may be passed in comparative comfort. But how much wiser it would have been if, after he had accumulated enough money to pay his bills and keep his family—not in luxury, which, ten chances to one, would ruin his sons and injure the future of his daughters—he had packed away, both in his heart and theirs, the love for the things which would have made, not only the last ten years but all the years of his life lovely and happy ! In other words, to sum it all up, I would rather have my little piece of pie every day I live than wait until I am so old my teeth won't chew it.

CASTILE SOAP

We beg to advise the Trade that we have to hand fresh shipments of **Imported White Castile Soaps**—bars and cakes—which we are offering at very low prices.

THE DAVIDSON & HAY, Ltd.

Wholesale Grocers - TORONTO.

TELEPHONES 399 AND 1399.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will he inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

THE jelly powder put upon the market a few weeks ago by the Pure Gold Manufacturing Co. has taken remarkably well, and the firm is in receipt of a number of repeat orders. "Our travelers say it is one of the best lines we have ever brought out," remarked a member of the firm.

The Davidson & Hay, Ltd., offer "sifted select" canned peas.

"Plymouth Rock" gelatine is for sale by the Eby, Blain Co., Ltd.

The Davidson & Hay, Ltd., have just received a shipment of choice layer Valencias.

T. Kinnear & Co state that their stock of canned meats, etc., for the picnic season is complete.

Robert Greig & Co. are placing on the market this week two new lines made by Lorimer & Co., London, viz.: a rennet powder and "Sandringham" sauce. Both of these lines have become popular in England.

"Royal" salad dressing in stock with the Davidson & Hay, Ltd.

A shipment of Demerara sugar arrived this week for the Eby, Blain Co., Ltd.

T. Kinnear & Co. are offering a bright syrup in half-barrels at a low price ; also a dark syrup in half-barrels.

The Davidson & Hay, Ltd., are in receipt of another shipment of Brown & Polson's (English) corn starch.

Stower's lime juice, lime juice cordial, lemon juice syrup and lemon squash are for sale by the Eby, Blain Co., Ltd.

T. Kinnear & Co. have still in stock a few "U" and "C" Sphinx prunes, which they are offering at reasonable prices.

W. H. Gillard & Co. are selling a line of rat and mouse traps, which are as unique as they are death-dealing. They never miss fire.

W. H. Gillard & Co. are sending out on an average of 150 cases a day of the New York ginger ale, for which they had such a large run last season. "It looks as though all former sales would be put in the shade this year, now that the real merit of this summer beverage is becoming well known and appreciated by consumers," said a member of the firm.

Owing to the high price ruling for regular hams, D. Gunn Bros. & Co. are experiencing an active demand for their shoulder or picnic hams.

The Eby, Blain Co., Ltd., claim that they are offering special values in canned meats, potted meats, and fish and game delicacies for the next two week.

Robert Greig & Co. have just received a shipment of Keopff's family gelatine, red and white, in ounce packages, and can now fill all orders without delay.

The Eby, Blain Co., Ltd., report the arrival of a shipment of Paterson's Worcester sauce. They say that this sauce is becoming very popular ; it is a good article at a moderate price.

T. A. Lytle & Co are putting upon the market "Sterling" brand pickles in bottles, chow and mixed. "They equal imported pickles in every respect," say the firm.

The Eby, Blain Co., Ltd., are in receipt of a shipment of the "Dog's Head" brand of cove oysters in 1 and 2-lb. tins. They also carry Booth's "Oval" brand and "Town Talk" lunch oysters in stock.

THE LIVE GROCER PUSHES THE BEST GOODS

PURE GOLD

BAKING POWDER

... AND

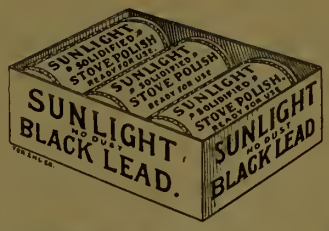
FLAVORING EXTRACTS

Are known from Halifax to British Columbia as the very highest grade of goods made in this country, or in any other country. There is a large demand for them because they are well known.

PURE GOLD MFG. CO.

31 and 33 Front St. East, TORONTO

Mail Orders promptly attended to.



Manufactured by **THE ALPHA CHEMICAL CO., BERLIN, CAN.**

For sale by all the leading Grocers.

LEMONS IN THE STATES.

THE market for lemons is in an interesting position. The prospect of a large increase in duties has stimulated speculative interest, and added to this the real wants of consumption have created an active demand which, coming after a long period of inactivity would, even under ordinary conditions of supply, cause a stronger feeling. Apart from the increasing interest of consumers it is claimed that the statistical position at the present time is a sufficient warrant for higher prices. While the receipts so far this season are somewhat in excess of those for the corresponding time last year, being in round numbers 926,000 boxes for 1895-1896, against 1,162,000 for 1896-1897, the stock afloat is said to be fully 50 per cent. less than it was at this time a year ago.

Latterly there has been some speculative interest shown, based on the tariff possibilities and the strong statistical position, but no great amount of business has resulted so far as can be learned. Consumers have been buying more freely, and while, as a rule, most of them consider only immediate needs, there are quite a number who are placing orders in anticipation of a further advance in prices. At the recent auction sales brokers have had a larger number of orders to fill than for a long time past, and their limits indicate that the intending buyers really need the stock. It is reported that quite a large number of orders have been received by brokers and jobbers here from points which usually rely upon receipts at the outports. At to-day's auction sale such orders, it is reported, in connection with the demands of the local trade, caused a further advance in prices.

It is asserted by some of the handlers of Sicily fruit that if duties are increased to the limit now proposed many of the Sicily shippers will be unable to send anything more to this market. In fact, it is asserted that only a comparatively few of those now engaged in packing and shipping fruit to the United States are in a position to secure the necessary advances from bankers to enable them to continue in business, even under present conditions.—N.Y. Journal of Commerce.

CATTLE-SHIPPING REGULATIONS.

An order-in-council has been issued by the Dominion Government repealing the regulations governing the shipping of live stock to Europe and substituting for them the following :

No. 2. Fat cattle carried on the upper or spar deck, or any other deck, must be given a space of 2 feet 8 inches clear in width, by 8 feet clear in length, each, and not less than 6 feet 3 inches in height (but pens for sheep shall not be less than 7 feet in height, divided into two compartments 3 feet 6 inches in height each); and in no case shall more than four head of cattle be allowed in each pen, except at the end of a row, where five may be allowed together ; provided, however, that five cattle, each 1,000 pounds weight or under, commonly known as "stockers," may be carried in a pen instead of four fat cattle.

As regards space for sheep, not more than 8 or 10 sheep will be counted equal to one fat ox, according to the discretion of the inspector. Cows in calf are to be given the same space as fat oxen.

United States cattle shipped from any port in Canada, carried on the upper or spar deck must be allowed a space of 2 feet 6 inches in width, by 8 feet in depth, per head, but such United States cattle, when so shipped between decks, must be allowed a space of 2 feet 8 inches in width, by 8 feet in depth, except in the case of regular cattle ships with satisfactory ventilation, which may fit with an allowance of 2 feet 6 inches in width. No more than four (4) head of cattle will be allowed in each pen, except at the end of a row, where five may be allowed together. Provided, however, that cattle under 1,000 pounds in weight may be allowed a width of 2 feet 3 inches.

ROSE'S

WEST INDIA LIME JUICE

Is **DELICIOUS, WHOLESOME** and **REFRESHING.**

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.

Agents for Canada, LAW, YOUNG & CO. - MONTREAL.

Jams and Jellies

Our facilities for the manufacture of these goods are unequalled by our competitors, and we are on the ground floor for first cost and working expenses. We get our material from first hands and can give you **PURE** goods at low prices. Let us have your trial order at once.

: : VINEGAR : :

Pure Fruit Vinegar at lowest cash prices. Our Vinegar contains no chemicals nor acids, but is pure fruit and made by natural process. No other is better, and few so good for health. Impure Vinegars cause much sickness to persons having weak stomachs. Try ours.

R. J. GRAHAM . .

Belleville, Ont.

If you want to handle the very best blacking, which is a ready seller, then handle . . . .

ENGLISH ARMY BLACKING

It is a sure sign with a blacking that it is the best when others are trying to imitate it.

Sold by all wholesale houses throughout Canada, and by

THE F. F. DALLEY CO., LIMITED

HAMILTON, CAN.

VERY OLD HIGHLAND WHISKY.

Cockburn & Co.

ESTABLISHED 1796. *Leith & London.*

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

To the Grocery Trade

We are now putting in a new stock and after our Salvage Sale is over will be ready for business again. We beg to thank our friends for the leniency which they have extended to us during the interruption to our business caused by the late fire, but we can now confidently solicit business with the guarantee that orders will have prompt attention.

Our travellers will be on their respective routes next week.

Yours truly,

H. P. ECKARDT & CO.

Wholesale Grocers — TORONTO

Very Good Lard

Rose Brand Lard is better than simply "Good." There are enough "good" Lards. Rose Brand is in a class by itself. Careful tests have proved adulteration amounting to as much as 25% in so-called Lards. No alum —salt—starch—carbonates of soda or pot-ash in "Rose Brand." It is just pure lard, tried out in open kettles from the finest leaf.

"ROSE BRAND"

Packed in 1, 2, 3, 5, 10, 20 and 50-lb. pails for family trade.

THE GEO. MATTHEWS CO. Ltd.
Ottawa and Peterborough

FOR THE
Whitest
Lightest
and
Sweetest
Cakes

USE
Ocean Wave Baking Powder

Manufactured by the
Hamilton Coffee and Spice Co.
HAMILTON, ONT.

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
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Fine Magazine Printers
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THE MINIMUM TARIFF.

JUST as it follows that Great Britain will derive the greatest benefit under the new minimum tariff of the Dominion so does it that the United States will receive the greatest harm. This is obvious.

Of our total imports of $67,239,759 worth of dutiable goods during the fiscal year 1896, $24,366,179 came from Great Britain, and $29,101,646 from the United States.

These figures, it should be stated, include the ale, spirits, wines, sugars, molassses and tobaccos imported, which are excluded from the operations of the minimum tariff. Of these excluded articles $612,720 worth came from Great Britain and $703,055 from the United States.

The amount of duty last year collected on the imports from these respective countries was $7,358,514 and $7,767,992.

These figures are significant in that they reveal the fact that for the first time on record the revenue received from the products of the United States exceeded that obtained from products of Great Britain.

As far, however, as percentages of duty paid to value of goods imported are concerned the greater share was borne by British goods to the extent of about 3½ per cent., the duty on dutiable imports from Great Britain being 30.19 per cent. and on those from the United States 26.69 per cent.

Now, supposing that during the next fiscal year the dutiable imports from both countries were the same as during the year to which the above figures relate, the duty collected on British goods would be about .27 per cent. less than that collected upon United States goods, instead of being 3½ per cent. greater, as during 1896. After July 1, 1898, when the difference in the duty collected on British goods will be one-fourth less than on the products of the United States, the advantage to the products of Great Britain under our minimum tariff will of course be more marked.

The following table gives the chief dutiable imports appertaining to the grocery trade into Canada from Great Britain, the United States and all other countries:

	From Great Britain.	United States.	Other countries.
Baking powder	$ 86	$ 81,502	$ .....
Blacking, etc.	7,773	22,847	5,029
Blueing	16 151	2,440	.....
Arrowroot and tapioca	26,304	3,627	1,452
Biscuits	7,018	33,428	576
Wheat	2	78,173	.....
Flour (wheat)	11	118,705	23
Brooms and brushes	11,405	35,906	46,048
Candles	15,080	30.442	886
Cocoanuts, cocoa paste, etc.	49,040	80,352	29,457
Coffee, chicory, etc	6,671	45,295	2,235
Fish and fish products	10,529	300,997	31,852
Fruits, dried, including nuts	94,414	406,896	448,016
Fruits, green and ripe	189,018	660 974	172,955
Fruits, other, including preserved fruits	35,729	39,406	5,809
Hops	14,41?	38,062	26,093
Fish oils	1,926	5,563	6,075
Vegetable and animal oils	357,923	408,549	38,113
Pickles, sauces, capers, etc.	86,232	18,851	4,048
Provisions	25,42?	652,998	20,868
Salt and manufactures of	71	24,065	414
Seeds and roots	13,811	576,918	25,115
Soap, all kinds	82,277	136,163	27,630
Spices	81,206	61,701	8,389
Starch	19,902	35,271	1 067
Tea	3,972	32,714	191
Vegetables	12,931	169,889	36,863

Although the importation into Canada of the products of the United States will be necessarily carried on under a greater disadvantage compared with the products of Great Britain, yet the invitation to share in the benefits of the minimum tariff is extended to the United States and any other country willing to comply with certain conditions relative to the entrance of Canadian products into their markets. There could be nothing fairer than that.

WANT TO BUY OUR CURRANTS.

An enquiry of an unusual character was received in Toronto this week. It was from England, and was for several hundred barrels of currants. So far the order has not been filled.

This testifies probably more strongly than anything else has heretofore during the present campaign as to the strength of the currant market.

Some weeks ago it was noted in these columns that stocks of currants in London, Eng., were likely to be drawn upon in order to supply the demand in other places. And here we find England trying to draw upon Canada for supplies.

Prices have within the last few days advanced another ¼ to ½c. per pound in New York, and quotations here are higher than a week ago.

Currants are good property these days.

DUTY ON TEA IN THE STATES.

THE United States tariff bill, as presented to the Senate last week by the Finance Committee of that body, contains a clause fixing a duty on tea of ten cents per pound until January 1, 1900. After that date the commodity is again to be placed upon the free list.

Whether this clause will be adopted by the Senate and concurred in by the House remains to be seen.

The proposition has the hearty endorsation of the grocery trade generally, but there appears to be little hope that it will be found in the tariff as finally adopted. Indeed, a great deal of surprise was expressed that the clause should have ever been reported by the committee.

The final settlement of the question as to whether or no there shall be a duty on tea going into the United States is not without interest to Canadians.

During the fiscal year ending June 30, 1896, Canada exported to that country 223,266 pounds of tea, valued at $39,874. And the present year will unquestionably witness a much larger exportation, for not only have some of the package tea houses in Canada been vigorously pushing their goods in several of the cities in the United States, but large quantities of bulk teas have gone forward.

On account of the possibility of a duty being put on, a great many teas have been sent from Canada to the United States during the past week.

The bulk of the shipments, as far as the Toronto market is concerned, have been of Japan growth, although a good many China greens and a few Congous have also gone forward. Besides these a few parcels of Indian and Ceylon teas have been picked up as well.

While the recommendation of the Finance Committee may not be adopted, the tea men across the border are evidently determined to be on the safe side should the possibility become a reality.

This demand from the United States has helped the wholesale men, as well as those holding consigned lots, to reduce the abnormal stocks which the expectation that a duty would be put on teas by the Dominion Government had induced them to gather up. This is about the only favorable feature of the situation as far as Canada is concerned.

THREE MONTHS OF TEA TRADE.

THE quantity of Indian and Ceylon tea taken by the North American continent during the first three months of the present year shows that the popularity of British grown tea in that part of the world is still on the increase.

The transhipments of Indian tea from the United Kingdom to the United States during the three months were 1,051,974 pounds and to Canada 727,835 pounds. Re-exports from the United Kingdom to the United States were 156,214 pounds and to Canada 695,532 pounds. The total of transhipments and re-exports were, therefore, 2,631,553 pounds compared with 1,294,054 for the same period in 1896 and 752,047 in 1895.

The transhipments of Ceylon tea during the three months were 543,189 pounds to the United States and 139,326 to Canada, while the re-exports were 307,683 and 667,398 pounds respectively. These, with the direct exports of 100,769 pounds via China to North America, make the total 1,758,365 pounds, against 1,050,884 pounds in 1896 and 714,168 pounds in 1895.

Watered stock may be pleasant to sail upon in times of prosperity, but it is decidedly unpleasant to float upon when commercial storms are raging.

CANADA MISREPRESENTED AGAIN.

We observe that arches are to be erected in London in connection with the Queen's Jubilee. Each colony is to have one, typical of its resources and character. According to one of our London exchanges, the Canadian arch is to be built of blocks of imitation ice, surmounted by artificial snow.

We once before drew attention to the fact that in the Lord Mayor's procession, some years ago, Canada was represented by an artificial iceberg, beside which stood an Esquimaux, wrapped in furs, leaving only his face exposed. The London representative of this paper went before the authorities in London and showed them how unfair to Canada it was that the Dominion should be represented in this way. It was without avail. They knew better. Thousands of people who viewed the procession went away with the idea that Canadians dressed in furs all the time, and lived on icebergs.

Surely the Government is not going to allow Canada to be misrepresented in the Jubilee celebration by more ice and snow. We do not wish to give the idea that this is a country of everlasting summer, but let our friends at home show us in our summer clothes on this occasion.

Energy is a good business builder when used with the mortar of common sense.

THE NEW ALMOND CROP.

Mr. R. F. Bevan, of W. C. Bevan & Co., Malaga, Spain, spent a few days in Toronto this week. Mr. Bevan is in Canada in the interests of his firm. While in Toronto he was accompanied in his visits to the trade by Mr. J. L. Watt, of Watt & Scott, his firm's representatives.

"I cannot say anything in regard to Valencia raisins," he said in reply to a question. "We do not know anything of the crop until July. As to almonds, we expect them to be a little smaller than last year. Last year, you remember, they were exceptionally good. But whatever the quality of the fruit may be, it makes no difference in the sizes the grocers receive. They always get the same sizes. Almonds are not like Valencia raisins. You see, after the almonds come to us, we pick them over and grade them, taking out the faulty ones. We shall probably have more faulty almonds than last year, but the grocery trade will know nothing about that."

TRADE IN NORTHERN ONTARIO.

THE CANADIAN GROCER is in receipt of a communication from J. Parkinson, general merchant, Trout Creek, Ont., in which he says: "I have had a very good trade during the winter. A large quantity of saw logs, pulp wood and tan bark has been got out during the winter in this section. During the past winter wages were not so good as in former years, which caused a smaller circulation of money. Still there has been a large amount of money paid out. River driving has begun and the mills have started to run. This will cause a large amount of money to be paid out during the summer, and keep trade moving nicely. We have the gold excitement here, too, and perhaps we shall get more of that precious stuff than we shall know what to do with. Spring is here and seeding is going on. The prospects are for a good season's trade."

A SLEEPY BOARD OF TRADE.

SEVERAL weeks ago the Retail Grocers' Association of Toronto deputed its secretary to correspond with the Board of Trade in regard to the law protecting civil servants from being compelled to pay debts incurred by them, and enlisting its co-operation in securing an amendment to the same. But, not only has the board taken no action in the matter, but it has not yet even acknowledged the receipt of the correspondence. The reason forsooth seems inexplicable.

The name "Board of Trade" is synonymous for all that appertains to good business ethics. And one of the tenets of good business ethics demands prompt acknowledgment of correspondence. Another equally strong is, "Do not put off till to-morrow what you can do to-day."

Peradventure those whose duty it is to attend to matters of this kind are gone a-hunting, or, perhaps, it may be a-banqueting. They often do. We have not heard of any of them marrying a wife lately.

But, whatever they may be doing, they are not attending to their business.

The Retail Grocers' Association had a perfect right to seek the co-operation of the Toronto Board of Trade in endeavoring to secure the removal of an evil which is a source of loss to the business community. And the least the Board could have done was to have treated its sister organization with courtesy, even if it withheld its co-operation.

The trouble with the Toronto Board of Trade is that it is suffering from an attack of inertia. And inertia, you know, is followed by atrophy, and atrophy by death.

The fields of trade contain many weeds, but the laborers are few. And when a laborer of the size and importance of the Toronto Board of Trade is sleeping instead of working, the task of the other and smaller laborers is obviously made more difficult thereby.

By way of contrast, it may be noted that the members of Parliament for Centre and East Toronto have already taken up the cause of the merchants in this particular.

A honey trust, controlling 90 per cent. of the output on the Pacific Coast, has been formed in the United States. The members of the trust are bent on improving "each shining hour" to their own advantage.

GROCERS' ASSOCIATIONS.

THE TORONTO ASSOCIATION.

AT the regular meeting of the Retail Grocers' Association of Toronto, held on Monday night, a suggestion sent in by the City Travelers' Association for a joint picnic was concurred in and the Executive Committee instructed to make arrangements as to date, etc. The picnic will be held either at the Island or at Exhibition Park.

President Bond was in the chair, and among those present were the following : Vice-President W. H. Marmion, T. Clark, F. S. Roberts, A. R. Williamson, Thos. Dowswell, Frank W. Johnson, J. A. Johnson, F. Squires, T. Nolan, Robt. Mills, Vanloon, F. Brazill, D. Bell, R. Davies and A. G. Booth.

Communications were received from Messrs. John Ross Robertson and W. Lount, M.P.'s for East and Centre Toronto respectively, in regard to the movement to have the law shielding civil servants who refused to pay their debts amended. Both gentlemen promised to give the movement their support. "Will do all I can," wrote Mr. Robertson. "I will be only too willing to help you," indited Mr. Lount.

The coupon system was discussed at considerable length, but no decision was arrived at. The majority of those present appeared to disapprove of the idea.

Secretary Ed. Hawse submitted the name of B. E. Armstrong, 786 Queen street west, for membership, and it was accepted.

The association adjourned at 10.30 p.m.

THE MONTREAL ASSOCIATION.

A meeting of the Montreal Grocers' Association was held Thursday night, the 6th inst., the president, Mr. S. D. Vallieres, in the chair. The committee appointed to ascertain if any of the wholesale houses or manufacturers who had pledged themselves not to sell to departmental stores were doing so, reported that they found they were keeping their word.

A circular was submitted giving the names of 64 wholesale firms and manufacturers who had undertaken to protect the retail grocers against departmental stores by not selling to them directly or indirectly and agreeing to help to the fullest extent in their power the legitimate retail grocery trade. Since then three more firms have sent in their names to the president, only leaving four firms who will not agree not to sell to departmental stores. Their reason for not signing is that they do very little business in Montreal, their trade being entirely with the country merchant.

It was decided to hold the annual picnic on July 14. A committee of sixteen was appointed to select the place at which the picnic should be held. At their next meeting the committee will give a report on the various places where a good time may be spent.

THE HAMILTON ASSOCIATION.

The Retail Grocers' Association of Hamilton have decided to hold the annual picnic this year on July 21.

The sum of $1,880 was expended on the Pure Food Show, and the sum of $640 remained as a surplus. The Retail Grocers' Association will receive one half of the surplus.

PACKING BUTTER.

D. Gunn, Bros. & Co. are preparing a circular for distribution among country merchants advising them from this out to pack their butter in tubs, and to put into each tub nothing but a uniform grade of butter.

"It is very important," said a member of the firm, "that extra care should be taken by the country merchant in the packing of his butter. It is only by so doing that he can secure good prices. I would like to recommend, too, that the butter be packed in those 56-pound square packages, the same as used for export, instead of in tubs."

It is well that the trade should read, mark and inwardly digest what D. Gunn, Bros. & Co. have to say in regard to packing butter.

THE FREMONA'S FRUIT.

THE first fruit sale for the season of 1897 was held on Tuesday in the new premises of the Montreal Fruit Auction Company, at the corner of Murray and Wellington streets, which is now under the management of Mr. Richard C. Warminton. The sale was probably the longest of its kind ever held in this city, as it started sharp at 1.30 p.m. and the auctioneer did not draw his last bid until 9 p.m., making seven hours and a half of a straight sitting. Mr. C. E. Thurston was, as usual, the auctioneer, and disposed of the large cargo of fruit, which amounted to about 70,000 boxes, in all. The attendance of buyers was very large, including a number from the United States, Western Ontario and the province of Quebec. The bidding was brisk, especially for lemons of sound quality from American buyers, and fully 60 to 70 per cent. of the 48,000 boxes offered were bought for shipment to the States. The result of the sale, taken from the standpoint of a U.S. buyer, shows that ordinary lemons went very low compared with the markets at the different United States auction ports, but good stock was well sustained. The range on goods of fine quality was from $2.25 to $2.90 per box, and beyond any doubt this quality will be found very cheap in a few weeks, especially combining hot weather with the new proposed tariff in the States. The strength developed on oranges is due to the fact that California navels are exhausted and seedlings are not giving general satisfaction, so the small parcel of foreign oranges here and en route must necessarily bring prices not thought of a few weeks ago. There was a good demand from Americans for oranges, and fully 30 per cent. of the 7,069 boxes and 8,983 half boxes was purchased for shipment to United States ports. Messina, Palermo and Catania sold at $1.50 to $3.60 per box, and at $1.30 to $1.75 per half-box. Sorrentos sold at $1.80 to $3 per box, but the bulk were taken at $2.30 to $2.80.

The following is a list of the buyers present : Messrs. Charles Parsons, New York; D. E. Evans, Chicago ; R. A. Tucker, New York ; Elsden A. Morris, New York ; S. Saitta, New York ; M. J. Andrews, jr., New York ; T. Hulbert, New York ; A. Zucca, New York ; F. R. Franke, New York ; — Ralyea, New York ; —Hanson, Boston ; G. N. Emery, Boston ; J. Wilkinson, Philadelphia ; J. W. Lumsden, New York ; Geo. McWilliam, Toronto ; J. P. Clemes, Toronto ; G. Husband, Toronto ; H. Dawson, Toronto ; C. E. Mountjoy, London ; G. G. Steele, London; — Woods, Sarnia; Geo. Walker, Guelph ; O. E. Robson, Ingersoll ; William Dixon, Hamilton ; J. C. Smith, Burlington ; — Ryerson, Brantford ; C. E. Plain, Ottawa ; A. S. Brown, Boston ; — McPherson, Winnipeg; —Wood, Sarnia; J. Tuck, of The New York Fruit Trade Journal; P. Rheaume, Quebec; A. Legare, Quebec; — Brouse, Ottawa. The principal local buyers were : Messrs. John Barry & Sons, Hart & Tuckwell, T. S. Vipond, J. J. Vipond, J. Brown, O. & E. Hart, Vipond, Peterson & Co., J. T. McBride, E. Harris, A. Bowes, J. R. Clogg & Co., Montreal Fruit Exchange, J. Caldwell & Co., and L. Sylvester.

JUST TO HAND

Keopff's Family Gelatine *1-oz. packages*

Owing to the immense demand for this line the manufacturers have been unable to fill our orders as promptly as we would like; consequently we have been compelled to disappoint our customers in not being able to supply their needs for some weeks, but we have now received a large shipment and can fill all demands without delay.

Lorimer's Rennet Powder

for making junket, curds and whey, etc. This entirely supersedes the liquid rennet and being absolutely pure and wholesome it is free from all the objectionable features generally present in liquid essence of rennet.

Packed in bottles containing sufficient for 10 gallons of milk. Send for a free sample.

Lorimer's Sandringham Sauce

is a splendid sauce. It is made from the very finest and most wholesome ingredients and is unequalled for piquancy and zest.

Sole Agents for Canada

Robert Greig & Co., Montreal

MANUFACTURERS OF THE CELEBRATED . . . . CROWN FLAVORING EXTRACTS

Markets and Market Notes

ONTARIO MARKETS.

TORONTO, May 13, 1897.

GROCERIES.

TRADE in three of the chief grocery staples, namely, tea, coffee and sugar, is quiet. And as there is really no active demand for any other of the lines appertaining to a grocer's stock the volume of business is necessarily rather light. One of the features of trade during the week has been the selling of sugars by speculators who bought in anticipation of an increase in the duty on this commodity. The other is the shipment of tea to the United States from the Toronto market. Canned goods are in fairly good demand at steady to firm prices. Currants are firmer and in good demand. There is a fair enquiry for Valencia raisins of good quality, but they are scarce. Sicily filberts are dearer. Payments are not as satisfactory as they might be.

CANNED GOODS.

Both salmon and sardines are beginning to move a little better. Tomatoes and peas are in good demand at firm prices. The demand for corn is, if anything, a little better, but prices are much as before. There is a little more enquiry for canned fruits, but the volume of business does not amount to much. We quote: Tomatoes, 75 to 80c.; corn, 50 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c.; peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

There is not a great deal doing. At the time of writing the outside markets are showing a little more firmness in Rio coffees. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There are a few syrups offering, but the demand is light. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The market in New Orleans is more active and prices are being maintained. Locally there is nothing new to note, business being quiet. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The feature of the local market, which has had a somewhat disquieting effect, is that holders who bought a few weeks ago on speculation have been unloading at figures slightly under those obtaining with the refiners. These were only granulated sugars, however. Yellows are none too plentiful. The refiners have made no change in their figures, but they are doing little or no business. Since our last refined sugars have been advanced 1-16c. per lb. in New York, and the market appears to be steady at the higher figures. Beet for next month's delivery declined ¾d. in London on Friday, but the market has since ruled steady. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; Demerara crystals, 3⅞c.

SPICES.

Business is quiet with prices steady and unchanged. We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure

Washboards

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BANNER GLOBE
S.B. GLOBE
GENUINE GLOBE
AND
SPECIAL STAR

We will be pleased to make a sample shipment . . .

WALTER WOODS & CO.
HAMILTON

DRINK : : :
:: Chocolate for Breakfast
It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all
VANILLA . .
CHOCOLATES

CHOCOLAT MENIER
And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.
Ask your grocer for Chocolat Menier
The world-renowned French Vanilla Chocolate.

An Invitation . .
We invite any grocer having any . . . .
"SALADA"
CEYLON TEA
in stock that is not giving him better satisfaction than any tea he has ever handled to ship it back to us and we will remit him the full amount paid for it.

SALADA TEA CO.
25 Front Street East - - TORONTO
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SURPRISE SOAP

MAKES

CHILD'S PLAY ON WASH DAY

Easy, Quick Work . . .
Snowy White Clothes

You can safely recommend **SURPRISE SOAP** as the best soap for washing clothes.

The experience of thousands for years is the proof.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

A cable advice from Italy announced an advance of about 1s. 3d. in the price of Sicily filberts compared with the figures ruling a month ago. We quote as follows: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

Rice is quiet and unchanged. We quote: Standard "B," broken lots, 3⅞c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3⅝c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

The feature of the tea trade the past week has been the purchase of teas for shipment to the United States in anticipation of a duty being put on there. This subject is dealt with more fully in our editorial columns. Locally, there is a demand for suitable Indian and Ceylon teas of good flavory quality, but the market generally is quiet in all kinds of teas. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Local wholesalers have again marked their figures up on currants, and they are experiencing a good demand. New York has advanced ¼ to ½c. per lb. As noted in our editorial columns, an enquiry has been received in Toronto from England for several hundred barrels of currants. We quote as follows: Provincials, 4⅞ to 5c. in bbls.; ditto, half-bbls., 5c.; fine Filiatras, in bbls., 5 to 5⅛c.; do., half-bbls., 5 to 5⅛c.; Patras, 5¾ to 6c. in bbls., 5¾ to 6c. in half-bbls., and 5¾ to 6c. in cases; Vostizzas, cases, 7 to 8c.

Valencia raisins of good quality are scarce and there is an improved enquiry for them. In London, England, Valencia raisins are fully 1s. per cwt. cheaper for the lower kinds of selected fruit, and 2s. per cwt. cheaper for the better grades. Locally we quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are quiet and nominally unchanged. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 7c. in boxes.

Dates are quiet and unchanged. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

California evaporated fruits are experiencing a small but steady demand. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Prunes are dull. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

GREEN FRUIT.

Oranges are in good demand and highe in price. The lemon market is strong and higher prices are likely to rule. One bullish feature of the situation is the liberal buying

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Expect your trade to increase without selling the best goods. Try

GOLDEN HADDIES

The great **TRADE BRINGER** of the canned goods line. . . . . .

DELICIOUS
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DELIGHTFUL

Full pound cans net. Every one guaranteed.

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Packers' Agents, ST. JOHN, N.B.

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

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Successor to GRAHAM, McLEAN & CO.

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VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. .. TORONTO.

TO CANADIAN MANUFACTURERS AND IMPORTERS

If not represented in WINNIPEG

"For sale of your goods to jobbers will be pleased to have you write me."

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Successor to

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Wholesale Commission Merchants and Brokers.

14 years' experience. Established 1882.

STRAWBERRIES
PINEAPPLES
BANANAS

Something Nice

At Close Prices

TAPNET FIGS
HALLOWEE DATES
SPHINX PRUNES

CLEMES BROS., - Toronto

51 Front Street East.

in the United States, dealers there desiring to lay in good stocks before the new tariff goes into force. Lemons sold at auction in New York at $3 to $4 per box. Bananas are firm and likely to remain so until berries come in. Large quantities of pineapples are arriving and the demand for them is good. Florida tomatoes are on the market, but they are only coming forward in small express lots. The onion market is firm in Liverpool. Asparagus is in liberal supply, and the demand has been good. We quote: Oranges—Valencias, ordinary, 420's, $6 to $6.50 per case; large 420's, $7 to $8; Messinas, $3.50 to $4; Mediterranean Sweets, $3.50 to $4. Lemons—Messinas and Palermos, $2 to $3 per box; cocoanuts, $4.25 a sack and 60c. per doz. Onions, $3 to $3.25 per bag for Egyptians. Cranberries, Jerseys, $4.50 per bbl. Bananas, $2 to $2.25. Pineapples, 10 to 20c. each. Strawberries, 18 to 22c. per quart. New cabbage, $3.50 per crate. Tomatoes, $4 to $4.50 per case of six baskets. Asparagus, 30 to 40c. per dozen bunches.

APPLES.

Apples are hardly doing as well as they were a week ago. There are a good many coming into the market by farmers' wagons, but deliveries by train are not as large as they were. Fancy Spies are selling at $3.50 per barrel, and other kinds of apples at from $1 to $2 per barrel.

BUTTER AND CHEESE.

BUTTER—Deliveries are still large and prices, if anything, are easier. Dairy pound prints are difficult to sell because of the liberal supply of large rolls. Creamery butter is plentiful and easy in price. We quote: Dairy butter—Tubs, 10 to 12c. for good to choice; low-grade to medium, 7 to 9c.; large rolls, 10 to 12c. for good to choice, and 7 to 9c. for low-grade to medium; pound prints, 12 to 13c. for good to choice. Creamery—Tubs, 17 to 18c.; 1-lb. blocks, 17 to 19c., according to make.

CHEESE—A good deal of new cheese is coming forward, and, as the demand is light, dealers are looking for lower prices. New is quoted at 10 to 10¼c. and old at 11 to 11½c. per lb.

COUNTRY PRODUCE.

BEANS—The market is in much about the same condition as about a week ago. We quote mixed at 40 to 50c. and hand-picked at 65 to 75c.

DRIED APPLES — The market is flat. There are practically no quotations because there is no buying. Jobbers are quoting

The Following Brands Manufactured by

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Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.

CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY.

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by M. P. CARD, Guelph, Ont.

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

The demand is fairly steady for all good Roll Butter. Selling at 10 to 12c. for large Rolls and Pounds . . .

EGGS STEADY AT 9½ TO 10c.

Correspondence invited
Consignments solicited

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

JAPAN JAVA
MOUNT ROYAL
RICE
MILLS BRAND
PATNA BURMAH
D. W. Ross Co., Agents.

G.F.& J.GALT PACKERS OF THE CELEBRATED BLUE RIBBON TEAS
42 SCOTT ST. TORONTO.

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons Biscuit Manufacturers **Owen Sound.**

nominally 1½ to 2c. per lb. for good fruit. Retailers are selling at 2c. per pound.

EVAPORATED APPLES—Some improvement is to be noted in evaporated apples, both as regards business and prices. This is due to the season for green apples drawing to a close, and to the fact that some lots are being put into cold storage. Wholesale quotations are: Quarters, 3 to 3½c.; ordinary sliced, 3½ to 5c.

EGGS—Deliveries have been heavier, and as the demand has been less active prices are easier at 9 to 9½c. Although these are the ruling quotations, as high as 8¾c. f.o.b. is being asked at some points in the country.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

MAPLE PRODUCTS—The market is dull in regard to maple syrup, and sugar is not much wanted. The ruling prices for good syrup are: 5-gallon tins, 60 to 65c. per gallon; 1-gallon tins, 65 to 70c. per gallon; sugar, 6½ to 7½c. per lb.

POTATOES—Are a little firmer. As high as 20c. f.o.b. is being obtained at some points. On the track here there have been sales at 23c. per bag. The improvement, however, is thought to be only temporary. Out of store 30c. is quoted.

FISH.

The market is now liberally supplied with fresh fish, mostly trout, whitefish and herring, with a few perch and pike. There is quite enough for the demand. The season is about over for Labrador herring, and the trade, being anxious to get rid of present stocks, have reduced prices. We quote: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 7½ to 8c.; trout, 6½ to 7c.; perch, 4c. per lb., $3 to $4 per 100 lbs.; haddies, 7½c. per lb.; Labrador herring, $3 to $4 per bbl. and $2.25 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; fresh water herring (heads off), $2.50 per keg.

SALT.

Trade is fair and prices unchanged. We quote at Toronto: In carload lots, $1 per bbl. and 60c. per sack; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PROVISIONS.

The demand for smoked meats is good, with prices firmer.

DRY SALTED MEATS—Long clear bacon, 7 to 7¼c. for carload lots, and 7½c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 7½ to 8c.; hams, large, 10½ to 11c.; medium and small, 11½ to 12c.; shoulder hams, 7½c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½ to 6¾c.; tubs, 6½ to 7c.; pails, 6¾ to 7¼c.

BARREL PORK—Canadian heavy mess, $12.50 to $13; Canadian short-cut, $13.75 to $14.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are small, with prices much as before. We quote: Wheat, 78 to 79c. for white and 76 to 77c. for red, and 62½ to 64c. for goose; oats, 23 to 24½c.; peas, 42 to 43½c.

FLOUR—Is quiet with prices much as before.

BREAKFAST FOODS—Trade is quiet and prices unchanged. We quote: Standard oatmeal and rolled oats, $3 in bags and $3.10 in bbls.; rolled wheat, $2.70 in 100-lb. bbls.; cornmeal, $2.25 to $2.35; split peas, $3 to $3.25; pot barley, $3 to $3.25.

PETROLEUM.

Business is moderate. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Eggs are easier at 9 to 9½c.

Sicily filberts are 1s. 3d. dearer than a month ago.

W. Boulter & Sons have started a bicycle factory in connection with their canning factory at Picton.

Baltimore strawberries are expected to arrive on the Toronto market about the 17th or 18th of May.

Three carloads, or 500 barrels, of pineapples were handled by McWilliam & Everist last week.

Up to the middle of April McWilliam & Everist had handled about twenty carloads more of bananas than for the same time last year.

A good deal of tea has been taken in Toronto during the past week for shipment to the United States. It was mostly Japan and China teas.

Cable reports from France state that the sardine fishing has already opened. but that the catch is rather poor. This is said to be the earliest date at which sardine fishing operations have begun for many years.

W. Boulter & Sons have just shipped four carloads of canned goods to Victoria, B.C. Over 2,600 cases went to one house, that of S. Leiser & Co., to whom the firm last year sold over 6,000 cases.

In our last week's issue, owing to a typographical error, we stated W. G. A. Lambe & Co. had removed to 6 Wellington street east. It should have read 26 Wellington east. Lambe & Co. are agents for: The St. Lawrence Sugar Refining Co., Montreal; Carter, Macy & Co., New York, teas; Rodewald & Heath, Shanghai, teas; E. T. Daniels & Co., London, Eng., teas; Griffin & Skelley Co., San Francisco, fruits; C. Ceroni, Patras, currants; Arlington Heights Fruit Co., Riverside, Cal., oranges and lemons; Chicago Sugar Refining Co., Chicago, syrups, etc.; Truro Condensed Milk & Canning Co., Truro, N.S.; A. G. Lihme & Co., London, Eng., spices; J. Naegely, Marseilles, France, oils.

WE ARE *PAYING CASH* FOR **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

Are You Wanting?

Canned Meats—Corned Beef, 1-lbs., 2-lbs. and 14-lbs. Potted Ham, Beef, Chicken, Tongue, etc., ¼s. Sliced Smoked Beef, Lunch Tongues, Pates of Wild Duck, Partridge, Game, etc., ½s. Freight paid on 5 and 10-case lots assorted from factory.

Currants—Our clean stemless Currants cannot be beaten. Ask for the "Kalamos," "Morea," "Royal Vonitsa" Brands.

"Kolona"—**Ceylon Tea.** The finest package tea in the British Empire. Every pound guaranteed to give satisfaction. Put up in lead packages only, lbs. and ½-lbs. Retails 30, 40, 50, 60 and 80 cents per lb.

Canned Fruits—We have a large variety of first-class goods, at prices that will suit you.

ALL AT LOWEST PRICES.

Drop us a card.

The EBY, BLAIN CO., Ltd.

Wholesale Importing and Manufacturing Grocers

Toronto

QUEBEC MARKETS.

MONTREAL, May 13, 1897.

SUGAR.

THE tone of the sugar market for the raw article has continued very firm, and the recent advance in prices is fully maintained at all points. Private cables to-day from London reported the market firm and quoted beet at 8s. 10½d. May. In New York the market is strong at 3 5-16c. for 96 test centrifugals. Locally business in the refined article continues very quiet, and refiners do not anticipate any improvement until jobbers work off present supplies. In sympathy with the above advices the feeling is very firm with manufacturers, but we understand that jobbers in some cases are cutting prices, but we still continue to quote granulated at 4¼ to 4⅜c., and yellows at 3½ to 4c.

SYRUPS.

The demand for syrups shows no improvement, and the market in consequence rules quiet, with no change in prices to note, the range being from 1⅜ to 1⅞c. per lb., as to quality.

MOLASSES.

Considerable business in a quiet way has been done in molasses during the past week. The demand has been principally for Porto Rico stock and some fair-sized lots have changed hands, aggregating in all about 2,000 puncheons, at prices ranging from 24 to 32c. per gallon, as to quantity, to arrive. Business in Barbadoes stock continues quiet on spot, but further purchases have been made at the island on the basis of 7c. first cost. In a jobbing way Porto Rico and Barbadoes are selling at 25c. in 15-puncheon lots and over, and at 26c. in any less quantity.

RICE.

There is a decided firm feeling in the rice market, and prices are fully maintained. Late cable advices from Europe are very strong and indicate a further rise in prices in the near future. Stocks on spot are exceedingly small, but new importations are near at hand. The demand is fair and a number of orders have been booked for future delivery. We quote: B grade, or any other quality equal or inferior as follows: Bags, 250 lbs., 1 to 4 bags or equal to $3.50; 5 to 9 bags, $3.45; 10 bags or over, $3.40. Half-bags, 100 lbs., 1 to 4 bags, $3.55; 5 to 9 bags, $3.50; 10 bags and over, $3.45. Quarter-bags, 50 lbs, 1 to 4 bags, $3.60; 5 to 9 bags, $3.55; 10 bags or over, $3.50. Pockets, 12½ to 25 lbs.; 1 to 4 bags, $3.65; 5 to 9 bags, $3.60; 10 bags and over, $3.55.

SPICES.

The spice market is without any new feature of note. The demand is of a hand-to-mouth character and business quiet. We quote as follows: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEES.

There is an easy feeling in the coffee market, and, in order to effect sales, holders show a disposition to shade prices. We quote: Maracaibo, 15 to 25c.; Santos, 12½ to 18c.; Rio, 12 to 16c.; Mocha, 24 to 26c., and Java, 24 to 27c.

TEAS.

Considerable inquiry has been experienced in this market during the past week from New York and Chicago for Japans and low-grade blacks, owing to a possibility of a duty of 10c. per lb. being imposed on all teas by the United States Government. In consequence of which a number of samples have been sent forward and in some cases shipments of fair-sized lines have been made consignments, but as to actual business little has been done so far. Late advices from New York state that the market is active and strong, with prices steadily advancing. The trading in Formosa Oolongs has been extensive, the sales thus far this week amounting to over 30,000 half-chests. Locally the feeling is steadier in sympathy with the above. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

Business in canned goods continues of a jobbing character and prices rule steady. We quote: Tomatoes, 75 to 85c.; corn, 60 to 90c.; peas, 80 to 90c.; beans, 70c. up; peaches, $1.50 to $1.80 for 2's; raspberries, $1.40 to $2; strawberries, $1.80 to $2.45, according to brand and quality; blackberries, $1.90 to $2.20; cherries, $2.40 to $2.45; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.05 to $1.15; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to

MARSHALL'S
Saratoga Potato
CHIPS.
Grocers sell them.
Manufactured by . .
JOHN E. MARSHALL
118 Commercial St.,
Boston.
D. H. RENNOLDSON,
Agent in Montreal.

Canned Goods...

1,000 cases Corn at 50c. doz.
500 " Peas (Early June) 65c. doz.

Handsome labels. New pack. Guaranteed equal to the best packs in Canada.

D.S.F. Mustard (Lion Brand) ¼'s at 75c. a doz.

Equal to the best English.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

The World's Best
must be good, safe and profitable enough for every Grocer to handle.
COTTAMS BIRD SEED
occupies this unique position. Embodying the most recent and valuable discoveries for birds, covered by 6 patents, we guarantee 1-lb. packet of C. B. S. better value than 2½ packets of any other brand selling at the same price. This is why C. B. S. is so popular from one end of the Dominion to the other. All wholesalers.

DAWSON & CO.
FRUIT, PRODUCE AND COMMISSION MERCHANTS,
32 WEST MARKET STREET
TORONTO.

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL . . **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

FOR
LUNCHES . .
Cooked Ham,
Cooked Tongue,
Corned Beef,
Brawn,
Soused Tongue, in Jars,
Soused Feet, in Jars,
Frankfurts,
Bologna.
CREAM CHEESE **F. W. FEARMAN** Hamilton
No stock complete without them.

$1.25; 2's, $2.15 to $2.25; 6's, $6.75 to $7; 14's, $14 to $15; lobsters, $8.50 to $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

DRIED FRUIT.

The demand for Valencia raisins is limited, and business is quiet at steady prices. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

Some small lots of California loose muscatels have changed hands at 6 to 8c., as to grade.

There is no change in currants, Provincials selling in a small way at 4 to 4¾c.

The demand for prunes is slow, Californias selling at 6½ to 9c., while Austrian and French are nominal.

In figs a small jobbing trade is reported at 8 to 12c., as to grade, and dates 5 to 6c.

NUTS.

This market is without any change, sales being chiefly in small lots. We quote: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, $3.50 to $3.75 per 100.

COUNTRY PRODUCE.

EGGS—The egg market shows no change. The receipts are liberal, for which the demand is good, and prices rule steady at 9 to 9¼c. per dozen.

MAPLE STOCK—In maple products business is slow and prices are unchanged. Syrup sold at 4½ to 4¾c. per lb. in wood; 50c. per small tin, and 55 to 60c. for large ones. Sugar brought 6 to 6½c. per lb.

BEANS — Business in beans continues slow at 55 to 60c. in car lots, and at 65 to 70c. in a jobbing way.

POTATOES—This market is firmer, and prices show a slight advance with recent sales of Rose and Hebron in car lots at 35 to 40c. per bag.

ONIONS — Supplies of Canadian red are limited, and prices rule firm at $2.25 to $2.50 per bbl.

HOPS— Demand slow and prices steady. Choice Canadian, 11½ to 12½c., and yearlings, 5 to 6c.

ASHES—The market is quiet. First pots sell at $3.30 to $3.35, and seconds, $3 to $3.05; pearls, $4.45 to $4.50.

HONEY—Some small sales of old have been made at 4c. We quote in comb: 8 to 9c.; extracted, 6 to 8c., as to grade.

TALLOW—Dull and unchanged, at 1¾ to 3c. per lb., as to quality.

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
$2.50 per case; 80c. gallon
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

KEEP ONLY THE BEST
For your customers.
It pays in the long run.
BROCK'S BIRD SEED

Is admittedly the cleanest and best on the market.
ALL WHOLESALERS . .
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

LONG CLEAR **BACON**
Roll Bacon, B. Bacon,
Hams, Pure Leaf Lard
WRITE FOR PRICES
The WM. RYAN CO. Ltd.
Pork Packers, TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

PICNIC HAMS
Are the best value in the market today, and "MAPLE LEAF" Brand is the best in quality, cut and cure.
Write for prices.
D. GUNN, BROS. & CO.
Pork Packers
76-80 Front Street East, TORONTO

FRESH ARRIVALS
FANCY { CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.
HUGH WALKER & SON
GUELPH, ONT.

PROVISIONS.

Trade in local provisions continues principally of small jobbing character, and the market in consequence is quiet, but prices are fully maintained. We quote as follows: Canadian pork, $12.50 to $13.50 per bbl.; pure Canadian lard, in pails, 6¼ to 6¾c., and compound refined at 4¾ to 5¼c. per lb.; hams, 10 to 12½c., and bacon, 10½ to 11½c. per lb.

FLOUR, MEAL AND FEED.

The advances in the American grain market during the past few days have created a decidedly better feeling in the local flour market, in consequence of which buyers show more disposition to operate, and millers and dealers combined report a good demand on both local and country account. We quote as follows: Winter wheat patents at $4.25 to $4.40; straight rollers, $3.90 to $4, and in bags, $1.90 to $2. Manitoba strong bakers', choice, $4.25; outside brands, $3.90 to $4.10, and spring wheat patents, $4.40 to $4.60.

The demand for oatmeal was slow and the market is quiet and steady at $2.80 per barrel, and $1.37½ per bag for rolled oats.

The easy feeling in the feed market continues and although prices show no further change they have a downward tendency. Manitoba bran is offering at $10 to $10.50, and shorts at $11 to $11.50 per ton, including bags.

BALED HAY.

The feature in the hay market is the advance of 50c. per ton in the price of choice No. 2. The demand for this class of hay is good, of which the offerings are small. Sales to-day were made at $9 for No. 2 and $10.50 for No. 1 per ton, in car lots on track.

CHEESE AND BUTTER.

The tone of the cheese market was steady, with a small business reported at 10⅛c. for white and at 10¼c. for colored. There were 250 boxes received from the French country by boat, which were all sold at 10c.

There was a firmer feeling in the butter market and prices were fully ½c. per lb. higher. The demand from local buyers was good, and sales of choice creamery were made at 15½ to 16c.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., May 13, 1897.

BUSINESS is good. Now that the tariff uncertainty is over there is a better inclination to buy goods. This does not apply to all lines, as some wish they had had less inclination to buy before the uncertainty was over. The lumber business is active, large shipments going to England at good prices. The freshet has been both high and long, and nearly the full cut of logs are in, including many hung up last season. Tobacco continues unsettled, but dealers are getting a good profit. They would, however, like to get manufacturers' prices. In rice, quite a quantity has already been ordered from England, though less than there would have been but for the fact that the price there is higher than for some time. There are a few changes in the markets. Beans are tending upward. Pork inclines in the same direction. Flour is easy. The shipment of merchandize up and produce down the river is large.

OIL—Business is particularly good for this season. Even burning oil, which at this time is usually getting quiet, is moving freely, stocks having got run down. The lower prices quoted last week continue. Dealers were somewhat slow in reducing the price, but they could not withstand, or rather found it to their advantage not to withstand, the popular demand for a reduction at least equal to the reduction in duty. We quote: Best American burning oil, 18½ to 19c.; Canadian, 17¼ to 18c.; prime, 14½ to 16c.

SALT—The sale in coarse salt is still large, quite a large cargo arriving this week. There is now a demand from the north shore, and cargoes are beginning to arrive at Prince Edward Island. The fishermen are getting large quantities of Trapani salt for packing fish. This, as a rule, comes via American ports. In Canadian salt, the demand from cheese and butter makers is now springing up. We quote: Coarse, 43 to 45c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz.

CANNED GOODS—As THE GROCER has pointed out, peas and tomatoes are both higher, and even corn is firmer. While a month ago it was canned fish that received particular attention, it is now canned beef, though salmon has still a good sale. The American packers are losing their hold on the canned meat business. While salmon for fall shipment is offered below last season's prices, there are as yet no buyers. American peaches are firmer, being still well below the price of Canadian. They have quite a sale. The quality of those imported is not equal to the Canadian, though they are good yellow peaches. Lobsters are so high as to be almost out of the reach of the general trade. We quote as follows: Corn, 65 to 70c.; peas, 80 to 85c.; tomatoes, 85 to 90c.; gallon apples, $1.75 to $1.80, corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.40 to $1.50; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.75 to $1.85; American, 3's, $2 to $2.25; pineapple, $2.25 to $3; salmon, $1.25 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.15 to $1.25; clams, $5 for 4 doz; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—This is a stronger market, except for such goods as are just coming into season. American strawberries are plentiful. Rhubarb is also coming in more freely. In oranges, prices continue to tend upward, and good oranges are harder to get. Lemons hold their price and show better demand. Bananas have large sale. Pines come in quite freely, but the sale as yet is light. Apples are dull, a few best quality bringing good figures. We quote: Messina lemons, $2.75 to $3.25; oranges, Valencia, $4.50 to $5; California oranges, $4 to $4.50; bananas, $1.50 to $2.25; apples, $1.50 to $3 per bbl.; cranberries, Cape Cod, $5 to $7 per bbl.; lettuce, 50c. per doz.; pineapples, $2 per doz.; rhubarb, 5 to 6c. per lb.

DRIED FRUIT—There is little new. Onions hold well up in price, but Bermudas being lower than they were. Raisins at this season are dull, and prices are easy. Very few Valencias are held here. Currants tend upward, and show good sale. In prunes there is but fair sale. The size of the box helps to sell the California. Apricots and evaporated peaches have but limited sale. Evaporated apples tend higher, but the best selling season will soon be passed. Prices have ruled very low. We quote as follows: Valencias, 5¼ to 6c.; California L. M. 3-crown, 7¼ to 7¾c.; London layers, $1.75 to $2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7¾c.; bulk, cleaned, 6¼ to 6½c.;

ARTICLES FOR SALE.

FOR SALE, UNDER PRICE, A NO. 79 CHEQUE Printing National Cash Register; in use but a very short time; will be sold on account of the former owner going out of business at $75 less than the amount paid for it; guaranteed in perfect condition. Blanchard & Co., Windsor, N.S. (t.f.)

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal

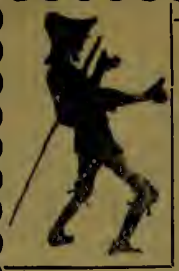
For Price List.

Mess Pork
Long Clear Bacon
Hams Pure Lard

PARK, BLACKWELL & CO., Ltd.

Pork and Beef Packers,

TORONTO



Surprises never come singly. The best broom ever made will wear out—in time. A poor broom doesn't have the chance to wear out. Something always happens to end its usefulness. BOECKH'S BROOMS wear out in service. The brush is put in to stay. And it stays "put."

Brushes
Brooms
Woodenware

Chas. Boeckh & Sons, Mfrs.,
Toronto, Ont.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.

Coffee and Spices

Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

DO YOU SELL LYTLE'S PICKLES?

They're the best made in Canada.

Onions, Cauliflower, Mixed, Chow, and every other kind in bulk and bottle.

Write for prices to

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

VALENCIAS

SELECTED
FINE OFF-STALK
OFF-STALK

Special quotations for round lots.

WARREN BROS. & CO.

TORONTO.

DO YOU WANT

COCOANUT?

Packages or Bulk

If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

The Coffee
with a
PAST
PRESENT
FUTURE

Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

WORCESTERSHIRE SAUCE

PINTS AND HALF-PINTS

"PATERSON'S"

PERKINS, INCE & CO.

TORONTO.

EAST INDIA PICKLES

The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards & Co.

Agents

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3 to 3½c.; evaporated apples, 4¼ to 5c.; Bermuda onions, $2 to $.25 per crate; Egyptian onions, 3c. per lb.; cocoanuts, $3.25 to $3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8¼ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—There is a fair business, though, owing to large stocks, refineries are not making many sales. Some granulated offered at auction could not find a buyer at 4c. and was withdrawn. Prices show no change. Granulated out of store is held easy at the market prices. We quote: Granulated, 4⅛ to 4¼c.; yellows, 3⅜ to 3⅝c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—The third cargo of the season of Porto Rico was landed this week. This, with the West India steamer here with Barbadoes and St. Croix, leaves the market well supplied. Values rule below last year's prices, and with quality good there is quite an active demand. We quote: Barbadoes, 25 to 28c.; Porto Rico, 27 to 28c.; New Orleans, bbls., 26 to 28c.; Antigua, 24 to 26c.; syrup, 36 to 38c.; St. Croix, 23 to 24c.

DAIRY PRODUCE—Ontario and Quebec butter is coming in more freely, though not in large quantities; it is offered at low figures. Even creamery is weak. Our own butter is preferred where it can be got. While prices are easy best quality holds firm. Eggs move freely at the low prices. Cheese, while selling freely, has no large sale. Price keeps firm. New Brunswick factories are now beginning to make. The demand is for small cheese. We quote: Dairy butter, 15 to 17c.; creamery, 19 to 20c.; prints, 20 to 21c.; eggs, 10 to 12c.; cheese, 11½ to 12c.

FISH—The catch of gaspereaux during the week has been fair, while there is still a large demand for them for bait. They are being largely pickled. It is still early for fresh shad or salmon, though a few are caught. Dry have a steady sale at even figures. Pickled are dull. Bloaters are not so plentiful, and they are rather higher. Smoked herring show no change. Fresh halibut in good supply, and some fresh B.C. salmon were received this week. We quote as follows: Large cod, $3.25 to $3.30; medium, $2.75 to $2.80; pollock, $1.15 to $1.25; bay herring, $1.25 to $1.30 per half-bbl.; smoked, new, 5 to 6c.; shad, half-bbl, $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 65 to 75c. per box; Barrington, $3 per bbl.; Shelburne, $3 per bbl.; lobsters, 4 to 12c. each, small; gaspereaux, 50 to 60c.; halibut, 7½ to 8c.

PROVISIONS—There is a rather firmer feeling in pork, but there is no large sale at this season, and as yet prices have not been marked up. Beef shows a firm feeling also, but there is no change in quotations. Some very nice Canadian is offered. Lard and smoked meats hold their own. There is but fair sale. We quote: Clear pork, $14.25 to $15; mess, $12 to $13; plate beef, $12 to $13; hams, 11½ to 12½c.; rolls, 8½ to 9c.; pure lard, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL — Flour has ruled rather lower during the week. Some offers of American flours have been received, but at present prices there seems to be no chance for business. Cornmeal holds its own in spite of the lower duty, and at present figures it is not possible to bring American meal here. Oatmeal shows no change. Stocks, which have been large, are getting run off, and there is little enquiry. Oats keep up, but the sale is only fair. Beans are quoted rather higher, to the satisfaction of holders who have large stocks. Seeds show large sale. One firm is reported to have handled fifteen cars. The sale has very much increased in the last few years. Prices are rather higher, particularly timothy seed. We quote: Manitoba flour, $4.80 to $5; best Ontario, $4.60 to $4.65; medium, $4.35 to $4.40; oatmeal, $3.25 to $3.30; cornmeal, $1.80 to $1.85; middlings, car lots, in bulk, $15 to $16; bran, do, do, $14.50 to $15; hand-picked beans, 85 to 90c.; prime, 70 to 80c.; oats, 32 to 33c.; hay, $11.50 to $12.50; barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50; timothy seed, Canadian, $2.30 to $2.40; do. do., American, $1.75 to $2; clover, 9 to 9½c.; alsike, 8¾ to 9c.

ST. JOHN NOTES.

F. M. Murray, of Fredericton, has gone on the road for F. P. Reid & Co., wholesale grocers, Moncton.

Each year larger quantities of Newfoundland cod liver oil are sold here. Their non-freezing oil is taking the place very largely of the Norway oil. That manufactured by

"CANESDA"

AGENTS WANTED.

There is already a big demand for "Canesda" in Toronto and Hamilton.

The analysis proves it to be the best Mineral Water on the market. It is the cheapest and best table water to be had, and it is a **NATURAL MINERAL WATER.**

NOTE ANALYSIS.

The following is the Analysis of
"CANESDA"
Made by Professor Thomas Heys,
of Toronto School of Medicine.

ANALYSIS
(Per Wine Gallon)
Ask your Physician to note the Analysis.

Sulphate of Potassa,	0.767
" " Soda,	0.126
Bicarbonate of Iron,	0 669
" " Soda,	1.925
Alumina and Silica,	1.449
Chloride of Potassium,	1.225
Bicarbonate of Lime,	16.507
" " Magnesia,	9 812
" " Potassium,	0.171
Organic Matter,	0.125

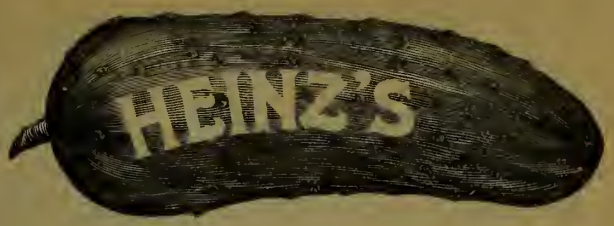
There is a large margin for the retailer.

Write us at once.

Canesda Mineral Water Co.

51 Colborne St., TORONTO, ONT.

Phone 2662.



Pickles.

ANOTHER REASON why Heinz's Baked Beans with Tomato Sauce is popular :—

It touches the right spot; never was a dish devised that finds such ready favor.

Other Popular Specialties

SWEET PICKLES **TOMATO CHUTNEY**
INDIA RELISH **TOMATO KETCHUP**
ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MAR. PITTSBURG, U.S.A.

W. A. Munn is preferred by many to the Norwegian. Mr. Munn is represented here by J. Hunter White.

The Bell cigar factory is now in full working order at St. Stephen, after its removal from St. John.

Geo. H. White & Sons, the new Sussex grocery firm, are building another warehouse 26 x 75. They are also putting in a large scale.

THE GROCER regrets to report the death of Mr. Gilford Flewwelling, the head of the G. & G. Flewwelling Manufacturing Co., match and box makers, Hampton.

Baird & Peters have landing this week a cargo of over 600 packages of Porto Rico molasses, the quality of which is fully equal to their importations of previous years.

The Sussex Board of Trade has elected the following officers: Murray Huestis, president; L. Allison, vice-president; W. W. Hubbard, secretary, and John A. Humphrey, treasurer.

One of the largest cargoes of deals ever shipped from here, taking into consideration the size of the steamer, went forward this weeks by steamer Simonside, 1,956 tons. She carried 1,516 std.

It is understood the Government is making arrangements for cold storage equipment on steamers sailing from Montreal, St. John, Halifax and Charlottetown during the present summer. The extra charge on cold storage freight is to be 12c. per 100 pounds.

PERSONAL MENTION.

Mr. W. T. Dunbar, one of Pickering's merchants, was in Toronto on Wednesday and made THE CANADIAN GROCER a call.

LONDON BOARD OF TRADE.

These are the new officers of the London Board of Trade :

President—A. B. Greer.

Vice-President—W. A. Gunn.

Secretary-Treasurer—J. A. Nelles.

Council—Messrs. W. R. Hobbs, W. J. Reid, John McClary, John Campbell, John Bland, J. S. Pearce, C. W. Leonard, John Bowman, T. H. Smallman, A. M. Smart, Wm. Yates, J. W. Little.

Arbitration Board—Messrs. J. D. Saunby, J. Mattinson, A. St. L. Macintosh, D. W. Blackwell, C. H. Elliott, D. S. Perrin, R. Inglis, S. Stevely, P. Pococke, J. H. Ginge, L. H. Ingram, Jas. A. Kennedy.

Board of Examiners—Messrs. J. Sutherland, C. B. Hunt, J. S. Pearce, J. D. Saunby, E. B. Plewes.

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Railway and Municipal—A. M. Smart, C. S. Hyman, J. H. Ginge, J. W. Little, John Campbell, C. W. Leonard, S. Sterling, T. H. Smallman, John Forrestal, Robert Reid, jr., John Labatt, A. W. White, J. R. Minhinnick, Sir John Carling, T. S. Hobbs, M.P.P., W. A. Gunn, Jas. Cowan, L. H. Ingram, B. J. Nash, John Pigot, W. J. Saunby, R. C. Struthers, John McClary. D. W. Blackwell, F. A. Fitzgerald, W. M. Gartshore, John Bland, W. C. Allen, A. M. Smith and John Bowman.

TANGLEFOOT.

Tell your customers that a box of Tanglefoot will return many times its cost in labor saved, in comfort and cleanliness. As flies are now known to convey disease germs, Tanglefoot is also to be considered in the light of a sanitary measure. You can safely urge your customers to buy by the box, as it does not spoil; the last sheet will be as perfect as the first. Where there is a box of Tanglefoot in the house it is used much more liberally and effectively, its usefulness is more sensibly appreciated and your sales are correspondingly increased.

Speaking of the Lake of the Woods Milling Co.'s shipment of flour to South Africa, a gentleman from Winnipeg remarked yesterday that during one day recently the Lake of the Woods and the Ogilvie Milling Companies had sent flour to India, Australia, Japan, Iceland, China, Fiji Islands, Newfoundland and Eastern Canada.

The grocery stock of C. D. Anderson, Winnipeg, has been sold by S. A. D. Bertrand, official assignee, to Mr. Wright, the bid being 70c. on the dollar.

CANNED SHRIMP.

Mr. George M. Ahrons, representing the Barataria Canning Co., packers of oysters, shrimps, etc., Biloxi, Miss., was in Toronto this week, and was introduced to the trade by Mr. R. S. McIndoe. The special object of Mr. Ahrons' mission is to introduce to the Canadian trade a canned shrimp which his firm is now putting up by a new process. The samples shown are really excellent goods, and, as far as THE CANADIAN GROCER can learn, most of the leading wholesale houses are placing orders for them. The article should take well, especially as it can be retailed at 15c. per tin.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL.

"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried, always used. Largest quantity. Finest quality. Retails at 25 cents.

"NOBBY" BROWN COMBINATION

Package contains a 4-oz. bottle of Nobby Brown Dressing and a full-size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and waterproof polish. Retails at 25 cents.

"JEWEL" BROWN COMBINATION

Package contains a 2-oz. bottle of Brown Dressing and a small decorated tin box of Brown Polishing Paste. The dressing cleans and renews the surface of the leather and the paste adds a brilliant, durable and waterproof polish. Retails at 10 cents.

BOSTON LIQUID WATERPROOF BLACKING

For men's and boys' shoes, produces a brilliant jet black polish without brushing, thus saving time, labor and money. Retails at 25c.

PATENT LEATHER POLISHING PASTE

For giving patent leather shoes a quick, BRILLIANT and WATERPROOF lustre without INJURY to the leather.

For sale by—

All Wholesale Grocers.

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

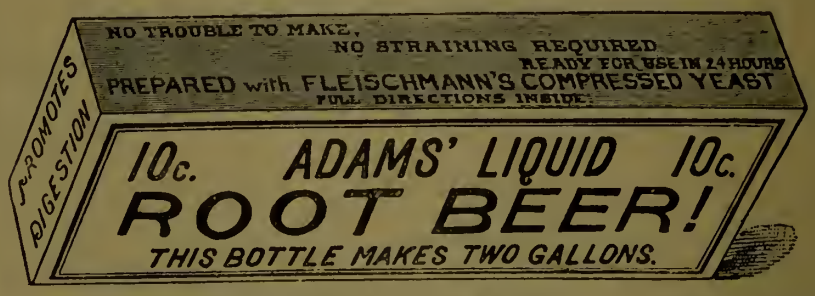
GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

ADAMS' GINGER BEER IS DELICIOUS.



YOUR CUSTOMERS ASK FOR ADAMS'. 10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.

Dominion Agents. 38 Front St. E., Toronto, Ont.

Crosse & Blackwell

CELEBRATED FOR

Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.

—SOLD BY—

All Grocers in Canada

CHASE & SANBORN'S LATEST NOVELTY.

CHASE & SANBORN, the big coffee dealers, continue to take a great interest in their customers. They are not content with placing their coffee on the shelves of all the best merchants in Canada. They go further: they assist them in disposing of it by schemes which draw consumers to their stores. Having got a customer in, it is the fault of the salesmen if she leaves without purchasing.

Their Brownie Book was a great hit. It brought people in hundreds to the stores which gave them away. Many new customers were thus secured. The "snap shots" and "grocers' aprons" were also good things in their way. Their latest promises to be the best hit yet. It is a little book giving thirty-six tricks and puzzles, and explaining how they are done. They are specially suited for after dinner. Above is a reproduction of the front cover. It is printed in several colors. The inside is most artistically and attractively gotten up in three printings. For both appearance and contents copies are likely to be largely sought after. There is no advertising connected with the booklet's contents, but the back cover shows a reproduction of a can of coffee.

Any reader of THE GROCER wishing a supply for distribution may have them by asking his wholesale house or by applying direct to Chase & Sanborn, Montreal.

Whether this particular brand of coffee is handled or not, the distribution of these "trick books" will awaken an interest in the store where they are given away. They are certain to arouse the curiosity of the younger people, and, through them, their parents. Children will take their copy of the booklet to school, and they will thus interest the whole neighborhood in the tricks, just as people went crazy over the Fifteen puzzle a few years ago. The following are a few of the puzzles :—

WITH ELEVEN MATCHES.

Required, so to place them as to make nine of them.

WITH NINE MATCHES.

Required, so to place them as to make three dozen of them.

WITH NINE MATCHES.

Required, so to place them as to make three and a half dozen of them.

WITH THREE TOOTHPICKS.

Required, so to lay them on the table as to make four of them.

WITH THREE TOOTHPICKS.

Required, as to lay them on the table as to make six of them.

WITH THREE WINE GLASSES AND THREE MATCHES.

Required, with the three matches, to form a bridge between the three wine glasses strong enough to support a fourth wine glass.

N.B.—Each match must rest on one glass only, and touch such glass only at a single point.

The booklet gives the illustrated answers to these and each of the thirty-six other puzzles and tricks.

MANITOBA MARKETS.

WINNIPEG, May 13, 1897.

WEATHER continues fine and warm. Seeding is almost completed, and in some districts the wheat is up quite three inches. Prices are very little changed from last week, and business all round is about the same. Some weeks ago the Dyson, Gibson Co.—vinegar, pickles, spices and baking powders—made an offer to farmers living near Winnipeg to supply them, at wholesale prices, with the seed of the famous Henderson snowball cauliflower, if they would grow them for pickling. They report that a very large number of people have applied for the seed and will make a specialty of it this year. The Red River Valley is especially adapted to the raising of this vegetable, in fact the cauliflower grown here is superior in many ways to that imported from Holland, and, with a little care and attention, a new and profitable industry will open to our farmers and market gardeners, and Manitoba pickles have a chance of rivalling even the world famous Crosse & Blackwell.

BUTTER—Supply is steadily increasing and quality improving. The supply of creamery is still small, and at present there is no more stock coming in than will comfortably supply our own market. Another week, however, will, no doubt, see a change. Prices, 16 to 17c.; fancy grades, 18c.

Cheese—Very scarce, and difficulty is experienced in getting supply for local trade. September make, 10c.; small cheese, 10½c.

EGGS—The shortage of eggs after the Easter rush has come, as predicted. The supply is not up to the demand, and the price has again risen to 10c., and may go higher.

CURED MEATS — No change from last week; market firm and trade good. Prices: Hams, assorted sizes, 10½ to 11c.; breakfast bacon, bellies, 10½ to 11c.; do. backs, 9½ to 10c.; short spiced rolls, 7½ to 8c. per lb.; shoulders, 6½ to 7c.; long clear bacon, 7½ to 8c. per lb.; shoulders, 5¾c.; boneless shoulders, 6½ to 7c.

LARD—Market unchanged, 20-lb. pails, $1.70 to $1.85, and $4.25 for 50-lb. pails.

SYRUPS — Market is somewhat dull. Prices: 2¾c. per lb. for No. 1. Maple syrup still offered freely at 55c. per small tin, 55 to 60c. per large tin, and 4½ to 4¾c. per lb. in wood.

COFFEE—Javas, 30 to 35c. per lb.; Rios, 20 to 25c.; Mochas, 37c.

BAKING POWDER — White Star, ½-lb. tins, 4 doz. in case, $1.35 per doz.; 12-oz. tins, $2 per doz.; 1-lb. tins, $2.40 per doz.; 3-lb. tins, 1 and 2 doz. in case, $6.50 per doz.; 5-lb. 1 doz. in case, $10.20.

SUGAR — Market remains unchanged. Price: 5c. for granulated and 4 to 4⅛c. for yellow, but advices from the East indicate that there will be a fall.

CANNED GOODS—More offers from Ontario than at any time during the past three months. Corn, $1.60 to $1.65 per case. Tomatoes, however, look good property for the few Ontario holders, even at prices asked, $1.90 per case. Peas remain unchanged, with prices firm and demand good, at $1.65 to $1.70. Now that the green apples are almost out of the market no doubt some of the canned stocks will go into consumption. Gallons, 2.25 per doz.; standard, 3's, $2 per case; preserved, 3's, $3.20 per case.

TOBACCO — Situation remains about the same, except that the majority of dealers have put on the 14c. per lb. advance, and prices are not now subject to amendment.

VINEGAR — Pure white wine and malt, 35c. per gallon; XXX white wine, 25c. per gallon; XXX malt, 25c. per gallon. Crystal pickling, 25c. per gal.; pickles, White Star, mixed (new octagon bottles), $1.80 per doz.; do., do., (old bottles), $1.75; 1 gal. kegs, 65c.; 3 gal. do., $1.65; 5 gal. do., $2.50; 10 gal. do., $5; half-bbls. cucumbers, $10; chow chow, octagon bottles, $1.90 per doz.; silver white onions, $2.75.

SPICES—Pure allspice, 18c. per lb.; pure cloves, 20 to 25c. per lb.; pure cassia, 20 to 25c. per lb.; pure cayenne, 25 to 30c. per lb.; ginger, Jamaica, 30c.; Cochin, 20 to 25c.; African, 15 to 18c.; pure mustard, 30c.; double superfine, 25c.; Durham mustard, 18 to 20c. per lb.; pure black pepper, 12 to 15c. per lb.; pure white pepper, 20 to 25c. per lb.; nutmegs, 75 to 90c. per lb.; mace, 75 to 90c. per lb.; cream of tartar, 25 to 30c.

MR. BICKERDIKE ELECTED.

Readers of THE GROCER outside the province of Quebec will be much delighted to know that Robert Bickerdike, ex-president of the Board of Trade, has been elected to represent the business ward of Montreal in the Provincial Legislature. At the same time we are sorry to say two other well-known gentlemen, who should be there, were defeated—H. Laporte, of Laporte, Martin & Cie., and B. Connaughton, a prominent and useful member of the Retail Grocers' Association. However, it is their first attempt, and they will yet succeed.

Mr. Bickerdike will be a valuable acquisition to the Legislature. He is a man of more than ordinary ability and possesses an unblemished reputation. The talk among business men, Conservatives as well as Liberals, is that he is the best man for Treasurer. He is a man who makes no enemies, and were it not that hundreds of Conservatives voted for him he would not have been elected.

KALE.

IN a recent issue of The American Kitchen Magazine, Elizabeth Orr Williams tells in a lively manner about "Old World Scotland" and the sort of diet used by the wild Highlanders, who often ate raw flesh and dripping with blood, because they thought it was "mair sappy and nourishing."

We are told that the natural vegetable of Scotland was the green kale, and for generations it has been a substantial food; quite as unique in its way, and important, as the potato has been for the past 200 years in the domestic economy of Ireland.

A "gude kale yaird" was as indispensable to the Scottish cotter—and even his betters—as the potato plot is to the Irish peasant. "Raleigh's fatal gift," the potato, was once bemoaned as a "dangerous tuber," a "demoralizing esculent"; but the kale seems not to have been suspected as being dangerous or demoralizing. It forestalled the potato, which in Ireland had become the chief or universal food of the masses before the end of the seventeenth century, but did not come into general use in "the land o' cakes" and kale until nearly a century later.

The Scotchman scrimped the sowing—or, rather, planting—of the potato, lest it should displace the kale or the oatmeal. But the potato, on account of its abundant yield, was bound to win in the end. The Scotchman's preference for it was never as great as that of the Irishman; and the cotter's garden plot is still the "kale yaird." The time-honored vegetable still retains the regard of the nation.

The kale was used more in the Lowlands. The Highlanders regarded its use as a symptom of effeminacy. The Grants, who lived near the Lowland line, became fond of it, and were condemned as the "soft kale-eating Grants," while a Gaelic poem on the battle of Killiecrankie mocks at Maceay's defeated soldiers as "men of kale and brose."

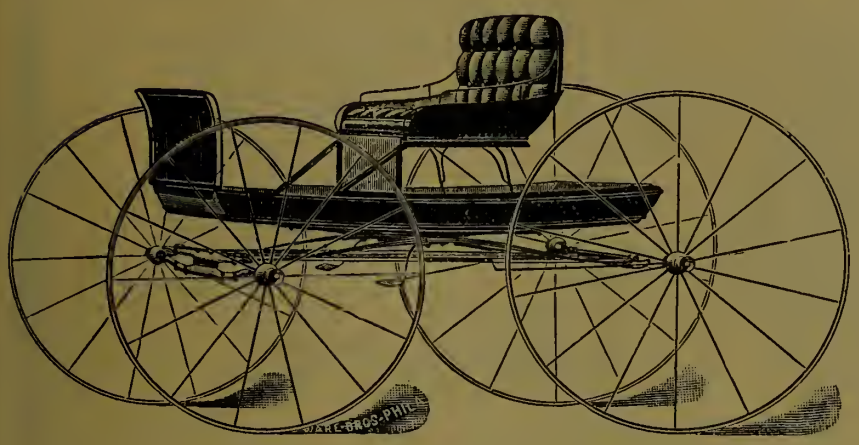
One hundred thousand feet of logs are being shipped from Port Stanley to the London and Petrolia Barrel Co., London, via L. E. & D. R. R.

Mr. Lewis Wigle, Leamington, has purchased from Mr. C. E. Carr, Pelee Island, 4,000 lbs. of choice Canada leaf tobacco. The islanders, Mr. Wigle states, are going more extensively into the raising of this commodity.

In an article which appeared in last week's issue regarding Barbadoes molasses it was stated that the price at the island was "about equivalent to 21c. net cash ex wharf Montreal." This was an error. The figures should have read "25c. net cash."

WE ARE MAKING

A Big Drive in Buggies



and can ship you one, or a Delivery Wagon, almost for nothing, if you order our Spices, Baking Powder or Coffee.

DROP US A LINE, AND WE'LL TELL YOU ALL ABOUT IT.

THE TORONTO COFFEE & SPICE CO. LTD.

H.H.SUYDAM. PRES. J.D.ROBERTS.VICE.PRES. J.A.WATSON. SEC.

HALIFAX TRADE GOSSIP.

WE are patiently waiting the return of the Board of Trade delegation from Ottawa. Perhaps they will bring us the gratifying intelligence that Mr. Fielding has decided to amend the sugar tariff, and perhaps they will not. There are a good many merchants here who do not expect Mr. Fielding to make any change. They base their calculations on their knowledge of the man. Mr. Fielding, more than any other man, knows the extent of the West India business and its value to the port of Halifax. It is argued, therefore, that when he reduced the duty on refined sugars and failed to comply with the request that the duty on raws should be on the polariscope, he did so with his eyes wide open. The effect of the sugar tariff is already being felt here. N. & M. Smith had a consignment of 324 bags of sugar on the steamer Alpha from Jamaica this week. They probably took this sugar in return for a shipment of fish. When the shipment was made from the West Indies the new tariff was not known, and, of course, it was taken for granted that the sugar could be sold as usual to the refinery. Now the refinery is unable to take it—does not want it, in fact—and in the face of the new duty could not pay anything like a proper price for it. So Messrs. Smith will have to keep their sugar and trust to providence in the event of the Finance Minister refusing to come to the aid of Halifax.

The refinery is doing very little. Their prices are unchanged. They say it would be useless for them to lower their prices, as merchants are all stocked up. It is evident that dealers who stocked up heavily with sugar and tea are unloading the former article. Tea they cannot unload, and as they must satisfy the banks, sugar must go.

The New Glasgow Milling Co. have declared a dividend of 8 per cent. The company manufactured during the year 49,792 barrels of flour and meal, besides feedstuffs. Their market is purely local. It has been in operation only one year.

While the demand at present is good for inferior grades of cod, prices do not advance, and, as large quantities of winter-caught, spring-cured fish will soon be along, principally from Newfoundland, values may go off a shade. To-day, $2.50 ex vessel is the full value for cod, $1.50 for haddock and $1.60 to $1.75 for hake. The latter are wanted. Spring mackerel are lower, if anything, sales being reported as low as $6. The American Dingley bill places the duties on fishstuffs at about the same lines as the old McKinley tariff, viz., $2 per bbl. on mackerel and salmon, $1 on herring, ¼c. per lb. on fresh herring and ¾c. on other qualities, dry, salted and fresh.

The market is now well supplied with green fruit. Cabbages, tomatoes, cucumbers, etc., have arrived from Bermuda in limited quantities.

Creamery butter is coming in and is quoted at 18 to 19c. Township dairy is quoted at 17c. There is nothing doing in Nova Scotia dairy. Rolls are done for the season.

Cheese is jobbing at about 11¼c. The supply on hand is small.

Eggs are flat, being quoted in case lots at 9c. There is no prospect of a rise.

The steamer Alpha, which arrived from Jamaica on Sunday, brought 1,315 bunches of bananas for Vipond & Co., Montreal, besides supplies for our local fruit dealers.

SUGAR STATISTICS.

Willett & Gray summarize the sugar statistical position as follows: Receipts for week, 112,362 tons; meltings, 42,000 tons. Total stock in four ports, 518,104 tons, against 442,742 tons last week and 163,015 tons last year. The six principal ports of Cuba by cable for week: Receipts, 7,234 tons; exports, 8,300 tons; stock, 43,194 tons, against 45,060 tons last week and 51,747 tons last year. Afloats to the United States from all countries, estimated, 100,000 tons, against 60,000 tons last year. Stocks in the United States and Cuba together of 561,298 tons, against 492,802 tons last week and 241,762 tons last year, a plus of 346,536 tons over last year. Stocks in Europe, 2,197,300 tons, against 2,218,100 tons last week and 2,005,627 tons last year. Total stocks of Europe and America, 2,758,598 tons against 2,710,902 tons last week and 2,220,389 tons last year at the same uneven dates. The excess of stock is now 538,209 tons, against an excess of 524,102 tons last week, and a deficiency of 6,733 tons Dec. 31, 1896. Afloats to the United States include shipment of 32,100 tons this week from Hamburg and Bremen. Freight room has been engaged for 35,000 tons. Shipments include 800 tons refined.

WE ASK YOU

for the first order. You'll ask us for the second.

PEOPLE WHO GIVE

Appleton's Teas

a fair trial, form a strong attachment for them and want them always. Thus their trade steadily increases. If you are not handling these teas drop us a card and we will send samples and quotations. We want one good representative in every town in Canada. Are you open for business?

Canadian Agents { **Thompson & Thompson, Front St. East, Toronto**
Frank Magor & Co., St. John St., Montreal

GILLARD & CO., London, Eng.

Manufacturers Of

Gillard's New Pickle

Packed 2 dozen in case.
Single case lots, $3.40.
5 case lots, $3.30.

Gillard's New Sauce

A most delicious relish, prepared only from the finest Eastern and English vegetables and spices.

Single dozen lots, $1.90.

Barrel lots of 12 dozen, $1.75.

The highest-class goods of their kind, without the shadow of a doubt.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

India and Ceylon

There are but few merchants now that do not advertise ***India and Ceylon.*** It pays to do so. The tea-drinking public has realized that these teas are the purest, healthiest, cleanest and most economical teas in the world.

Pin your faith to the Teas of

India and Ceylon

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A DEMAND of assignment has been made upon Joseph Gillis, general store and hotel, Metapedia, Que.

Oscar Tessier, grocer, Montreal, has assigned.

Leon Lambert, general merchant, Halifax South, has assigned.

W. J. Plunkett, teas, Brockville, has assigned to James Smart.

J. F. McCaughey, grocer, Blyth, has assigned to Charles Hamilton.

E. Bernier, general merchant, St. Agathe, Man., has assigned to S. A. D. Bertrand.

J. A. Girard, general merchant, St. Gervais, Que., has compromised at 50c. on the dollar.

M. Davy & Son, general merchants, Murvale, have assigned to James Redden, Kingston.

F. G. Hearne & Co., grocers, etc., Hamilton, have assigned to C. S. Scott, of the same city.

Mathias Blaquire, general store and saw mill, Avignon, Que., is offering to compromise at 65c. on the dollar.

Mrs. A. Methot, general merchant, St. Roch des Aulnais, Que., is offering to compromise at 25c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Boughner & Orr, crockery, St. Thomas, have dissolved. W. W. Boughner continues.

Brown & Smellie, general merchants, Russell, Man., have dissolved; Parker Smellie continues.

J. Barsalou and R. J. Chauvin have formed a partnership to carry on business in Montreal as grocers.

H. J. Dart & Co., wholesale druggists, Montreal, have dissolved, and Henry J. Dart and Fraser Chapman have been registered proprietors.

A. Foucreau and Joseph A. Foucreau have formed a partnership in Montreal to carry on business as grocers under the style of A. Foucreau & Co.

J. A. Dore and L. N. Picotte have formed a partnership to carry on business in Ste. Cunegonde, Que., as grocers, under the style of Dore & Picotte.

Joseph A. Major and Ernest Guyon have formed a partnership to carry on business in St. Henri de Montreal as general agents under the style of Guyon & Major.

Joseph H. Caille, J. G. Vaillant and Wilfrid Perrault have registered a partnership in Montreal to carry on business as grocers, under the style of the Cash Grocery Co.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

THE ARCTIC REFRIGERATOR

All sizes; sweetest, driest, coldest, with least amount of ice. Send for catalogue. . . . .

John Hillock & Co. 165 Queen St. E. Toronto

Anselme Labrecque & Fils, grocers, Montreal, have dissolved, and have been succeeded by Labrecque & Leclair. Edmond J. Labrecque has commenced business for himself.

James Planche, E. J. Planche and L. A. Mathewson have formed a partnership to carry on business in East Angus, Que., as general merchants. Planche, Wilson & Co. have dissolved.

SALES MADE AND PENDING.

John Burton, grocer, Listowel, is advertising business for sale.

E. Crysler, grocer, Brantford, is advertising his business for sale.

The assets of W. H. Perkins, baker, Quebec, have been sold at 69c. on the dollar.

The assets of E. Desilets, general merchant, Grand Piles, Que., are to be sold 18th inst.

The stock and book debts of P. McMahon, general merchant, Chapeau, Que., have been sold to P. E. Caron.

The assets of Abbe A. L. Houle, general merchant, St. Antoine, Que., are to be sold by auction on the 14th inst. So are the assets of Mrs. A. Methot, general merchant at St. Roch des Aulnais.

CHANGES.

Alfred Blond has opened a grocery store in Quebec.

F. C. Daniels has started a grocery store in Ottawa.

Reid Bros., general merchants, Almonte, have sold out.

Hudson & Powell, grocers, Ottawa, are starting business.

A general store has been opened in Sorel, Que., by N. Lussier.

Prudent Roussell, grocer, Quebec, is retiring from business.

C. F. Forman, grocer, Vancouver, has sold out.

M. L. Sweet, grocer, Halifax, is out of business.

T. E. Wallace & Co. is the name of a new grocery firm in Halifax.

Robert Lee, general merchant, Richmond Hill, has removed to Toronto.

Osborne & Gauthrie, grocers, Montreal, have sold out to Isaac Goldstein.

Mowat Bros., general merchants, Regina, have removed to Slocan City, B.C.

J. L. Charles, groceries and crockery, has commenced business in Beeton.

McCarthy Bros., general merchants, Ingersoll, have closed up their business.

B. B. Brunelle, general merchant, St. Etienne des Gres, Que., has removed to Three Rivers.

Robins & Woodward, general merchants, Port Rowan, have been succeeded by Robins, Newkirk & Co.

S. H. Frigon & Cie., general merchants, St. Tite, Que.; De Elodie Lafrance, wife of S. H. Frigon, registered proprietress.

J. Mysael and J. E. Thibaudeau have been registered proprietors of the grocery firm of J. M. Thibaudeau & Co., Quebec.

Thomas O'Connor, general merchant, Guysboro, N.S., has registered consent for his wife, Maria O'Connor, to transact business in her own name.

FIRES.

The premises of Thomas Craig, general merchant, Ridgetown, have been damaged by fire and water.

DEATHS.

Bernard Taylor, grocer, Montreal, is dead.

Victor Juneau, grocer, Quebec, is dead.

C. W. Hicks, of Hicks Bros., millers and general store, Pine Grove, is dead.

McLAREN'S

Is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

"NEVER TURN A WHEEL" WITHOUT IT
CAN'T YOU SELL?
PEERLESS
MACHINE OIL

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

The QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. Sole proprietors, Toronto, Ont.
30 Front Street East.

HELLO!!! YES,
Certainly we sell
"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...
Canadian Cocoanut Co.
(J. Albert McLean, Prop.)
MONTREAL

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

Ask for Prices
WHEN YOU WANT
SALT
FOR ANY PURPOSE
Glad to Send Samples
VERRET, STEWART & CO., Montreal - Quebec.

AN AUTOMATIC SELLING MACHINE . . .
To sell
Adams' Tutti Frutti
For full particulars, apply . .
Globe Automatic Selling Co.
13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST
Table Salt
PAYS WELL!
There's nothing you sell will pay better!
Why not increase your trade by selling
WINDSOR TABLE SALT
It will give your customers more satisfaction than any other brand. It will not cake, and costs no more than inferior salt.
FOR SALE BY ALL WHOLESALE HOUSES
WINDSOR SALT CO. Ltd.. Windsor, Ont.

When your Stock is continually running low

IN

Keen's Mustard

Keen's Oxford Blue

Robinson's PATENT Barley

Robinson's PATENT Groats

It shows that these goods

. . Have the Call . .

They are absolutely

THE BEST IN THE WORLD

CURRENT MARKET QUOTATIONS

Toronto, May 13, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
1 cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application.

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

Diamond— W. H. GILLARD & CO.

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

Silver Cream, ¼ lb. tins, 4 to 6 doz. per doz. cases $0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb. tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING. per gross

¼ No. 4 .....$4 00	
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases $9 00	
No. 2 Spanish " " " "	3 60
No. 3 " " " " "	4 50
No. 5 " " " " "	7 20
No. 10 " " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid per doz	2 00
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING.

No. 1 Bronze Tins, per gross.....$ 2 60	
No. 2 Bronze Tins, per gross .....$ 3 40	
" 3 " " 5 60	
" 4 " " 10 00	
" 1 Enamelled Tins " 2 50	
" 2 " " 3 75	
" 3 " " 4 00	
" 4 " " 4 50	

THE ALPHA CHEMICAL CO.

Shoe Dressing— in ¼ gross cases. Per Gross

French Oil in 3-doz. cases.....$	22 00
Reliable Shoe Dressing	9 00
Ecliplic Combination tan	12 00
Moody's Ox Blood....	12 00
" Chocolate....	12 00
Alpha Chemical Co. French Castor Oil...	9 00
Alpha Chemical Co. Refined Sweet Oil...	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Shoe Blacking— in ¼ gross cases.

Reliable French Blacking, No. 5	9 00
" " " No. 4	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1½	4 25
Patent Leather Polish No. 1½	9 00
Waterproof Dubbin No. 4	9 00
Alpha Metal Polish No 2.....	9 00

Patent Stove Polish—

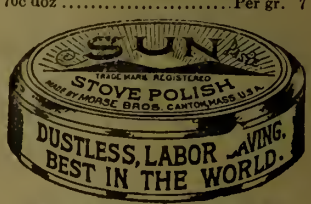
Sunlight Lead Bar	4 25
Packed in ½ gross cases	
Sunlight Liquid, 1¼ gross cases...	10 80
Moody's Black Lead	4 25
½ gross cases	
Reliable Stove Pipe Varnish	15 00
¼ gross cases 6-oz. bottles	
Quickshine Pipe Varnish.....	12 00
¼ gross cases, pressed top tins,	

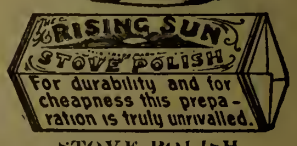
Stove Polish— per gross

Quickshine Polish	9 00
Reliable Paste..	6 00
Electric Crown Paste	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25





STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5o. size, ¼ gross boxes.....	5

Starch . .

LAUNDRY STARCH

CULINARY STARCH

RICE STARCH

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases $9.00

per doz

Stovepipe Varnish, 4 oz. bottles 1 00
6 oz. bottles..... 1 25

Boston Brunswick Black, 8 oz. bottles..... 1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread.	0 07
Warbler, with Song Restorer.....	0 05¾
Belgian, with Bird Improver.....	0 05½
International, with Bird Treat.....	0 05¼
German X, with Cuttlefish Bone.....	0 04¾
German, with Cuttlefish Bone.....	0 04¼
London Bird Seed, bulk 25 lb. cases..	0 04½
Bird Gravel, 10c. pkts., 24 in case,....	0 06
Bird Gravel, 5c. pkts., 48 in case.....	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases.....	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed.....	0 07
Norwich Bird Seed.....	0 06
Maple Leaf Bird Seed.....	0 05

CORN BROOMS

CHAS. BOECKH & SONS. per doz.

	net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings..	$3 65
" " 7, 4 strings..	3 45
" " 6, 3 strings..	3 25
"Victoria," fine, No. 8, 4 strings..	3 30
" " 7, 4 strings..	3 10
" " 6, 3 strings..	2 90
"Standard," select, 8, 4 strings..	2 90
" " 7, 4 strings..	2 75
" " 6, 3 strings..	2 60
" " 5, 3 strings..	2 40

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets.....	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box....	0 17
Reckitt's Square Blue, 5 box lots....	0 16

CANNED GOODS. per doz.

Apples, 3's.....	$0 70	$0 95
" gallons.....	1 65	2 25
Blackberries, 2.....	1 40	1 70
Blueberries, 2.....	0 75	0 85
Beans, 2.....	0 65	0 95
Corn, 2's.....	0 55	0 75
Cherries, red pitted, 2's.....	2 00	2 25
Peas, 2's.....	0 75	0 80
" Sifted select.....	0 90	1 00
" Extra sifted.....	1 25	1 40
Pears, Bartlett, s.....	1 65	1 75
" " 3's.....	....	2 40
Pineapple, 2's.....	1 75	2 40
" 3's.....	2 50	2 60
Peaches, 2's.....	1 65	2 00
" 3's.....	2 50	3 00
Plums, Green Gages, 2's.....	1 55	1 80
" Lombard.....	1 50	1 70
" Damson Blue.....	1 10	1 40
Pumpkins, 3s.....	0 70	0 90
" gallons.....	2 10	2 25
Raspberrie s, 2's.....	1 50	1 80
Strawberries, 2's.....	1 65	1 95
Succotash, 2's.....	....	1 15
Tomatoes, 3's.....	0 72½	0 75
Lobster, talls.....	2 30	2 52
" flats.....	2 85	2 90
Mackerel.....	1 20	1 30
Salmon, Sockeye, talls.....	1 35	1 50
" " Horseshoe..	....	1 50
" " flats.....	1 40	1 75
" Cohoes.....	1 15	1 20
Sardines, Albert, ¼'s tins.....	....	0 13
" ½'s tins.....	0 20	0 21
" Sportsmeu, ¼'s genuine French high grade, key opener.....	....	0 12½
Sardines, Sportsmeu, ½'s.....	....	0 21
Sardines, key opener, ½'s.....	0 16	0 18½
" " " " " ¼'s	0 10½	0 11
" " " " " ½'s	0 18½	0 19
ardines, other brands 9¾	11 0 16	0 17
" P. & O., ¼'s tins.....	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼'s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins per 100.....	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.....	1 10	1 15
Kippered Herring, 1-lb.....	1 6	1 90
Herrings in Tomato Sauce.....	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce ..	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters.....	1 85	1 90
Real Findon Haddock.....	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans..	$1 20	$1 35
" " " 2 " ..	2 30	2 50
Comp Coru Beef 4-lb. can ..	....	....
" " " " ..	7 75	8 25
" " " 14 " ..	15 00	16 00
Minced Callops 2 " ..	....	2 60
" " 2 " ..	2 60	2 65
Lunch Tongue 1 " ..	3 40	3 50
" " 2 " ..	....	6 00
English Brawn 2 " ..	2 75	2 80
Camb Sausage 1 " ..	....	2 50
" " 2 " ..	....	4 00
Soups, assorted 1 " ..	....	1 50
" " 2 " ..	....	2 25
Soups and Boull. 2 " ..	....	1 80
" 6 ..	....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—BELMET BRAND

Corned Beef, 1 lb.....	1 40	1 50
" 2 lb.....	2 60	2 75
" 4 lb.....	5 50	5 80
" 6 lb.....	8 50	8 80
" 14 lb.....	17 50	18 00
Roast Beef, 1 lb.....	1 40	1 50
2 lb.....	2 60	2 75
Luncheon Beef, 1 lb.....	1 60	1 70
" 2 lb.....	2 75	2 85
Brawn 1 lb.....	1 30	1 40
" 2 lb.....	2 35	2 50
" 6 lb.....	6 60	6 80
" 14 lb.....	14 50	15 00
Ox Tongue, 1½ lb.....	7 00	7 20
" " 2 lb.....	8 50	8 80
" " 2½ lb.....	10 75	11 00
Lunch Tongue, 1 lb.....	3 35	3 50
" " 2 lb.....	6 50	6 80
Chipped Beef, ½ lb.....	1 60	1 70
" " 1 lb.....	2 65	2 80
Pigs' Feet, 1 lb.....	1 65	1 75
" " 2 lb.....	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb.....	70	75
Potted Meats, Tongue or Ham ½ lb.....	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb.....	70	75
Potted Deviled Ham or Tongue, ½ lb.....	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.....	3 00	3 15
" " 1 pt.....	2 00	2 10
Gelatine of Boar's Head, 2 lb...	3 00	3 20
Braised Beef with Vegetables. Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.....	3 00	3 10
Plover Roast.....	5 00	....
Sliced Gold Band Bacon.....	3 00	...

Codfish. per doz

Beardsley's Shredded, 2 doz. pkgs....	0 90

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c bars.....	$1 20
" " (in cream pitcher) 365c bars	1 20
" " (in sugar bowl) 36 5c bars	1 25
" " (in glass jar) 115 5c pkgs...	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages.....	3 75
Pepsin Tutti Frutti, 23 5c packages ..	0 75
Round Pepsin, 30 5c packages.....	1 00
Cash Register, 390 5c bars and pkgs :	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5o bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces.....	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces.....	0 90
Orange Sappota, 150 1c pieces.....	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magio Trick, (English or French wrappers) 115 1c pices	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37¼

WILLIAM EVANS

Field, Garden AND Flower Seeds

AGRICULTURAL IMPLEMENTS

Superphosphate and other Fertilizers

Warehouses { Nos. 89, 91 and 93 McGill Street
Nos. 104, 106 and 108 Foundling St.
No. 42 Norman Street

MONTREAL

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET Montreal

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Belleville, Ont.
Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

Silver Dust

Washing Powder

Sells freely at this season of the year. Housekeepers want it for all kinds of cleaning. Have you got it in stock?

Better order a case and try it.

Silver Dust Manufacturing Co.
Hamilton

COWAN'S

Hygienic and Perfection Cocoas and Cocoa Essence

Queen's Dessert, Royal Navy and Perfection Chocolates

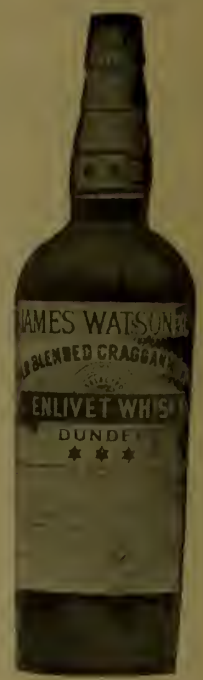
Chocolate, Pink, White, Lemon Color Icings
A child can ice a cake in three minutes.

Cowan's Famous Blend Coffee is perfection in strength and flavor

THE COWAN CO. LTD. - TORONTO

ASK FOR

MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion
10 Lemoine St.
MONTREAL

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb.
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, ackages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb hxs.	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla— White "	0 73	0 83
Unsweetened— Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles— ½ lb. bo es	0 19	0 20

FRY'S.
(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	
" 1 lbs. "	
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate.	0 21 0 43
Mott's Sweet Chocolate Liquors.	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 20

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

Jams and Jellies

are good sellers just now. Stocks get low in the homes at this time of the year. We can give you some reliable lines in

1-lb. Glasses and Tins
5-lb. Tins, 10-lb. Tins
7, 14, 28-lb. Pails

Of course you sell our

CREAM SODAS
IN 3-LB. TINS.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb	....	....
Improved Shredded, "	....	....
Beaver "	....	....
Macaroon "	....	....
Desiccated "	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 13 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 18 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

Mecca	....	0 34
Damascus	....	0 30
Cairo	....	0 25

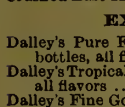
TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Laguaya "	....	0 26
Mocha and Java	0 32	0 34
Old Government Java	0 30	0 35
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 25
Crushed East India	....	0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

Crown Brand (Robert Greig & Co.)—



1	oz. Bottle, per doz.	0 90
2	" " "	1 50
2½	" " "	2 00
4	" " "	3 00
8	" Bottle "	6 00
4	" Glass Stop'r "	3 50
8	" " "	7 00

Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

BOVRIL

	per doz.
Bovril—1 oz. bottles	$2 00
2 oz. "	3 75
4 oz. "	6 50
8 oz. "	11 25
16 oz. "	18 25
Small bottles, (to make one cup)	1 00
Invalid Bovril—2 oz. jars	3 85
4 oz. jars	6 55

FRUITS.

FOREIGN.	per lb.
Currants—Provincials, bbls	0 04⅞ 0 05
" " ½ bbls	.... 0 05
" Filiatras, bbls	0 05 0 05⅛
" " ½ bbls	0 05 0 05⅛
" Patras, bbls	0 05¾ 0 06
" " ½ bbls	0 05¾ 0 06
" " cases	0 05¾ 0 06
" Vostizzas, cases	0 07 0 08
" Blue Pearls	0 08 0 08½
Dates, Hallowee boxes (new)	0 05¼ 0 06
Figs—Eleme, 10 oz	0 07½ 0 00
" " 10 lb	0 09 0 12
" " 18 lb	0 11 0 13
" " 28 lb	0 13 0 14
" taps	0 03 0 04
" natural, boxes	0 05 0 06
" ditto, bags	.... 0 04½
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux	0 04½ 0 06½
Raisins—Valencia off stalk	0 05 0 05¼
" Fine, off stalk	0 05¾ 0 06
" Selected	0 06¾ 0 07
" Layers	0 07 0 07½
" Sultanas	0 07 0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07¼ 0 08¼
Malaga	per box.
" London Layers	1 60 1 80
" Dehesa Clusters	3 50 4 00
" Imp. Russian Clusters	5 00 5 50

DOMESTIC.

Apples, dried, per lb	0 02 0 03½
" evaporated	0 03 0 05

FOOD.

	per brl.
Split Peas	3 25 $3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	.... 2 00

ROBINSON'S BARLEY AND OROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYOIENIC SELF-RISING FLOURS. per doz.

Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread aud Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.		
1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto— 50 to 60 dy basis	2 15
20, 30 and 40 dy	2 20
10, 12 and 16 dy	2 25
8 aud 9 dy	2 30
6 and 7 dy	2 35
4 to 5 dy	2 60
3 dy A P	2 85
HORSE NAILS— Canadian, dis. 50 per cent.	
HORSE SHOES— From Toronto, per keg	3 35
SCREWS—Wood— Flat-head iron, 80, 10 and 10 p. c. dis. Round-head iron, 75, 10 and 10 p. c. dis. Flat-head brass, 77½, 10 and 10 p. c. dis. Round-head brass, 72½, 10 and 10 p.c. dis.	
WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]	
1st break (25 in. and under)	1 35
ROPE—Manilla	0 06⅞ 0 08¼
Sisal	0 05¼ 0 06⅞
AXES—Per box	5 25 9 00
SHOT—Canadian, dis, 17½ per cent.	
HINGES— Heavy T and strap	0 03¾ 0 04¾
Screw, hook and strap	2 40 3 50
WHITE LEAD—Pure Association guarantee, ground in oil.	per 100 lbs.
25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02
TURPENTINE— Selected packages, per gal.	0 44
2c. extra outside points.	
LINSEED OIL— Raw, per gal	0 43 ....
Boiled, "	0 46 ....
2c. extra outside points.	
GLUE—Common per lb	0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.
Frank Magor & Co., Agents.

range Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YGUNO & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch— 1 Star Glenlivet, in cases	$8 50	$9 00
3 " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish— Old Irish	7 50	8 00
Banagher "	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac— 1 Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto— Ports	2 10	6 50
Wisdom & Warter— Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch	....	4 40
Special old Scotch	....	5

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins— F. D., ½ lb. tins	0 25
" " ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)	per gross.		per gross.
Pony size	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb.
Standard "B"	0 03¾	0 04⅞
Patna	0 04¾	0 05¼
Japan	....	0 05
Imperial Seeta	....	0 05¼
Extra Burmah	0 04¼	0 04¾
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06½	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

ROOT AND GINGFR BEER.

Adams' 10c. size, per doz	$ 80
" " " gross	9 00
" 25 " " doz	1 60
" " " gross	18 00

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canuisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch— W. T. Benson & Co 's Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch— Edwardsburg No.1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb boxes, 1 lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08 0 08½
PURE—16-lb. boxes		0 07
OSWEGO CORN STARCH	40-lb. boxes, 1-lb. packages	0 07½

There are reasons for it.

FOR WHAT?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

Our sales for the month of March considerably more than doubled the sales of the corresponding month of last year.

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO STARCH — 38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS — Silver Gloss	0 07½
Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs....	0 04¾
Kegs, 100 lbs....	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case....	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs....	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs....	0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, single barrels....	0 04 7-16
Redpath and St. Lawrence, 5-barrels....	0 04⅜
Acadia, single barrels....	0 04⅜
" 5 "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05⅜ 0 05½
" in 50 lb. boxes....	0 05½ 0 05⅝
Extra Ground, bbls. Icing....	0 05⅝ 0 05¾
Powdered, bbls	0 05 0 05¼
Very bright refined	0 03¾ 0 04⅛
Bright Yellow....	0 00 0 03¾
Dark Yellow	0 00 0 03⅜
Demerara....	0 03⅞ 0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark.... per gallon.	0 23	0 25
Medium....	0 28	0 35
Bright....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails....	....	1 00
" 3 gal. pails....	1 35	1 40

MOLASSES.

Barrels....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot....	4 20
Box Lot....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 120 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs....	....	0 35
" " 60 ½-lbs.... / " " 30 1-lbs....	....	0 35
" " 120 ½-lbs....	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong....	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts....	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings....	0 38	0 40
Choice	0 32	0 36
Finest....	0 28	0 30
Fine....	0 25	0 27
Good medium....	0 22	0 24
Medium....	0 19	0 20
Good common....	0 16	0 18
Common	0 13½	0 15
Nagasakl, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

LIPTON'S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c....	0 22
Blue label, retailed at 40c....	0 30
Red lable, retailed at 50c....	0 36
Gold label, retailed at 60c....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c....		0 22
Green Label " 40c....		0 28
Red Label " 50c....		0 35
Orange Label, retail at 60c....		0 42
Gold Label, " 80c....		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's....	0 57
Laurel, 3's....	0 49
Brier, 7's	0 47
Index, 7's....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's....	0 44
Prince of Wales, in caddies....	0 48
" " in 40-lb. boxes....	0 48

WASHING POWDER.

"SILVER DUST"

Case.... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case.... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.... 100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz
Palls, 2 hoop, clear, No. 1....	$ 1 45
" 3 " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0....	8 00
" 1....	6 50
" 2....	5 50
" 3....	4 50

THE E. B. EDDY CO.

Washboards, Planet		1 60
" XX		1 40
" X		1 25
" Special Globe..		1 50
Matches—	5-Case Lots,	Single Cas
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross....		$ 2 00
" 10 " "		1 10
" 2 Tiger, ...		5 00
" 4 " "		2 00

Young & Smylie's

Newest...
Specialty

MINT... PUFF-STRAPS

RECOGNIZING the great popularity of peppermint with the sweets-loving public, we are the first to introduce to the trade Pliable Licorice containing this flavor.

The delicious quality of our Pliable Licorice is well known; it is matchless in this respect as well as in its flavor and finish.

Our Triple Tunnel Tubes and Navy Plugs are great favorites also, and are made of the same material, although flavored differently. . . . . .

We recommend all these goods as suitable for Summer Trade; they will please the most exacting taste as wholesome, smooth and palatable confections. . . .

For .....

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

THE
Oakville Basket Co.,

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers

Oakville, Ont.

BOVRIL

The Guaranteed Product of Prime Ox Beef.

BOVRIL is the best restorative for an over-worked brain. It readily assimilates and does not overtax the digestive powers; if taken just before retiring for the night it induces healthy sleep without any reactionary depression in the morning.

To be obtained from all leading Wholesale Druggists and Grocers in the Dominion.

BOVRIL LIMITED
27 St. Peter Street, MONTREAL.

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer $3.00

Send for Samples.

THE DRY GOODS REVIEW
TORONTO .... MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

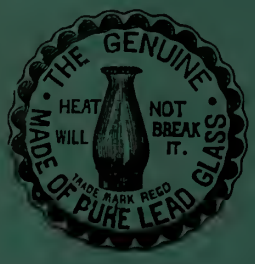
HEAD OFFICE—TORONTO.

W. C. MACDONALD, Actuary.
J. K. MACDONALD, Managing Director.

THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

GOWANS, KENT & CO., - TORONTO

Extremely Critical

—The public are to-day in making their purchases—particularly so of food products.

If you want the best trade, then you must have the best goods.

ONLY MEDAL AT THE WORLD'S FAIR.

TRADE MARK.

KNOX'S Gelatine is now the standard for comparison. Its superior quality has never been questioned . . . . .

C. B. KNOX, Mfr.

JOHNSTOWN, N.Y.

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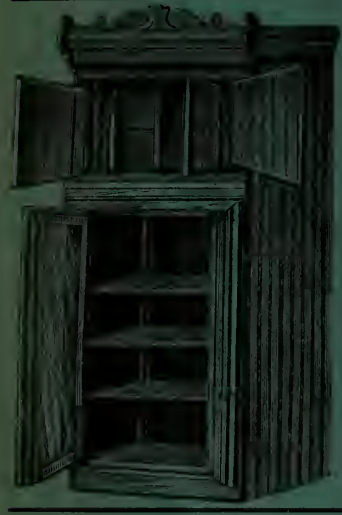
A. E. Richards & Co. Hamilton
William H. Dunn - - - Montreal
Beattie & Elliot - - - - Quebec
C. & E. MacMichael - - St John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.



Eureka Refrigerators

are unequalled for careful construction, perfect ventilation and variety of style. They are economical to use, because built on scientific principles, and never fail to give complete satisfaction.

We make a specialty of . .

REFRIGERATORS FOR GROCERS' USE

. . Write for Catalogue . .

EUREKA REFRIGERATOR CO. Noble St. **TORONTO**

CHARLES F. CLARK, President. EDW. F. LA[illegible]DOLPH, Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices, PROPRIETORS

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—**McKinnon Building**, Cor. Jordan and Melinda Sts.

THOS. O. IRVING, Superintendent.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

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and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street

MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, MAY 21, 1897. No. 21

COLMAN'S MUSTARD

BEST ON EARTH

At about 1/2 The Cost

Our Molina Rolled Wheat (an excellent substitute for Rolled Oats, especially in warm weather) equals in quality, taste and flavor many of the Package Cereals made from wheat and sold under various names as "Health Foods."

It is practically the same thing, but we sell it in bulk. If your customers object to paying the high prices asked for package cereals and yet dislike to give up eating them, you can suit them to a dot with "Molina." The price will please them and you.

"A pleased customer is a good advertisement."

The Tillson Company Ltd.

From Manufacturer to Retailer—Direct.

Tilsonburg, Ont.

White Label Soups . .

High-grade correct soups cannot be produced with the facilities at the command of the average housekeeper. Therefore, when a special dinner is to be given, it is a relief to have at hand a prepared soup which can be relied upon as absolutely correct in combination and flavor. Prepared by a chef of consummate ability, perfect in every detail that goes to make up a correct soup, WHITE LABEL SOUP may be offered with the utmost confidence by the fancy grocer. Twenty varieties, quarts, pints and half-pints.

J. L. WATT & SCOTT, Toronto and Montreal
W. S. CLAWSON & CO., St. John, N.B.
SPRATT & MACAULEY, Victoria, B.C.

Manufacturers' Agents.

Or Address . . . .
Armour Packing Co., Kansas City, U.S.A.

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . **EIGHT PRIZE MEDALS**

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

TANGLEFOOT

SEALED STICKY FLY PAPER

YOUR JOBBER SELLS IT...

STILL FURTHER IMPROVED.

BORDER .	STRONGER AND MORE PLIABLE
STICKY .	STICKIER AND MORE ENDURING
DESIGN . . .	NEW AND PRETTIER
PRICE	LOWER
PROFIT	LARGER

Prices for 1897.

REGULAR 45 CENTS A BOX (10 boxes in a case) — $3.80 PER CASE

"LITTLE" 18 CENTS A BOX (15 boxes in a case) — $2.10 A CASE

HOLDERS: $1.00 per Box of 50

Standard Goods THE Best to Handle

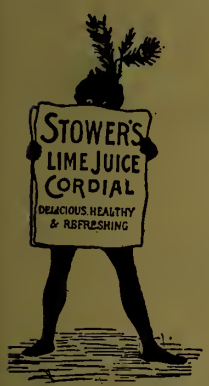
ATTENTION ! ! !

Order Now And Be In Time

STOWER'S

LIME JUICE CORDIAL. PURE LIME JUICE. CLARIFIED LEMON SQUASH.

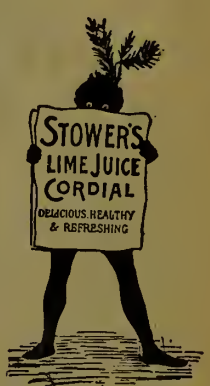
The warm weather will soon be here, so order Stower's preparations now so you will have the Best for your customers.



No Musty Taste or Smell

The Best, Purest and Strongest double refined Lime Juice on the Market.

Made from West Indian Limes.



STOWER'S PEPTONIZED SAUCE

A PERFECT DIGESTIVE RELISH. PAYS A GOOD PROFIT.

AGENTS FOR THE DOMINION

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.
LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

"I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

FAC SIMILE OF CASK LABEL.

PURNELL'S
PURE
PLAIN and SPICED
MALT VINEGARS
FOR PICKLING and TABLE USE.
Brewery, Bristol, England.

AGENTS

Montreal—J. M. KIRK, Imperial Buildings, St. James St.
Toronto—J. WESTREN & CO., 41 Rose Ave.
Hamilton—W. H. GILLARD & CO., Wholesale Grocers.
Winnipeg—A. STRANG & CO., Portage Avenue.
Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

From Newfoundland to British Columbia—
From the Atlantic to the Pacific—

"EDDY'S MATCHES"

are articles of universal use; the name is familiar in every city, town and hamlet in Canada, and the grocer who sells "EDDY'S MATCHES" does not have to explain their merits to his customers.

These are the kind of goods it pays to handle.

The E. B. EDDY CO. Ltd.

ESTABLISHED A.D. 1851.

HULL MONTREAL TORONTO QUEBEC HAMILTON
KINGSTON ST. JOHN, N.B. HALIFAX WINNIPEG
VICTORIA VANCOUVER ST. JOHN'S, NFLD.

TWO GOOD THINGS

Seville Orange Marmalade

of the highest quality; manufactured from the pure, luscious Seville Orange and Extra Standard Granulated Sugar.

The Best Imported is not superior to "Seville;" the ordinary article away below its standard.

Imitations are everywhere---a mixture of inferior fruit and apple jelly.

With "Seville" goes our absolute guarantee. Put up in 7-lb. pails, 6 to a crate. . . . . .

New York Ginger Ale

That delightful, palate-tickling summer drink! Refreshing—Healthful—Invigorating. Every ingredient the purest and best.

Over 5,000 cases sold last season.

A cool way to make money for the wide-awake retailer.

1 doz. cases, sold in 5-case lots and over, at 80 to 85c., delivered according to distance.

We are Wholesale Agents

W. H. GILLARD & CO.

Wholesalers only - **HAMILTON.**

JOHN MOUAT, Northwest Rep., WINNIPEG.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

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CAUSES OF FAILURE.*

By H. Ohlschlager.

OUR Committee on Progress gave me rather a hard subject to discuss at this convention. It is one that has a very wide range, and a great many reasons.

The subject is entitled, "Why do so Many Business Men Make a Failure of Their Business, and are Consequently Compelled to Make a Voluntary Assignment, or Closed by the Sheriff?"

The first reason is lack of capital and good judgment. We will take, for instance, that Mr. Jones has $1,000 and wishes to go into the grocery business. He has had but very little experience as a clerk, but thinks that he knows enough to run a grocery store. He starts out to find a location, and passes up and down the main part of the city, but finds no store rooms vacant. He then goes to the suburbs and eventually finds a place. He does not look around the locality to see if it will pay him to start there, but rents the store at a reasonable price, buys his goods, places them in his store; then he is a grocery merchant.

Now comes the tug of war getting customers. He is very polite to all that come, and tries to sell them some goods. They buy some small articles and tell him that they have been dealing with Mr. Smart, on the next corner below, but that he is an old fogy, has old, stale goods and has cheated them ever so many times and that they are glad he now has competition, and that they will now divide the trade with you, and if Mr. Smart sells them any more bad butter they will do all their trading with you. In a day or two the same party comes again and buys butter from him and tells him that they will settle up with Mr. Smart on Saturday night and thereafter trade with him altogether, as they have had a falling out.

Saturday night comes and they buy a week's supply and tell Mr. Jones to charge it, which he willingly does, and the neighborhood finds out that he is an easy mark to get groceries from on credit, and he gets quite a large credit trade, but his goods are beginning to run down and money is coming in slow. A month or two of good credit business and he finds that he has to close down on most all of the customers that have been running down Mr. Smart, as they are owing him five or six hundred dollars, and finds that he cannot get any money out of them, and he has not enough paying customers to keep the store, so he looks around and finds another place, and after borrowing some money from his friends, opens it up in grand style. He has had his eye teeth cut on the credit system and now is more careful about that. He is now doing a fairly good business in his new stand, but forgets all about his expenses and does not watch his clerks and the small leaks in the trade, which an old and experienced grocery man has found and stopped long ago. He allows his clerks to do up all the goods and does not watch how many pounds of this or that or the other they give to their favorite customers, and does not see when a basket goes out without any mark on it or without being charged on the books, and forgets that there is a tub of butter in the cellar that has to be worked off for it is getting strong. The cellar door is left open and the potatoes and other vegetables are frozen and he has to buy again and take all the perishable stuff down to the dump. His money is getting short again and the wholesaler who has been carrying him along is beginning to to get tired of it and wants money, which he cannot get, and by looking around he finds that the $1,000 and the money he borrowed from his friends is gone and has not enough stock on hand and good accounts to even settle with the wholesaler, let alone with his friends, and he makes an assignment or the sheriff closes the door.

There is one other way that I will try to cite to you and that is the merchant who cannot say no when selling to customers and when buying goods. In the first instance, if you cannot say no, your customers will eat you up with credit. In the second place, the traveling salesmen will overstock you with goods, even if your trade demands the goods and you are overstocked with goods. You cannot meet your bill. The wholesaler may be ever so lenient with you, the day of payment surely comes and if you then cannot realize on your goods you will be crowded to the wall and your goods sold at a sacrifice from 50 to 75 cents on the dollar, and you are left nothing to begin with again, except your hands, and a great deal older in age and experience, and your boasted credit friends and the traveling salesmen are gone, and if you meet them on the street the one says that he does not owe you anything and the other says, "Why did you buy so much, you did not have to because I offered it to you," so, what consolation have you got? An empty pocketbook and go to work for someone else for a living.

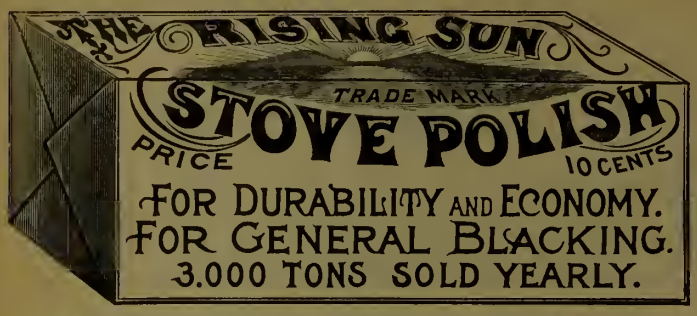
In conclusion, gentlemen, I will say that times at present are harder than they have been for thirty years. In that time you have never seen groceries and merchandise of all kinds sold as low as they are at present, and your profits are so small. Consequently you must curtail your expenses to as small a minimum as possible, and while labor is idle you cannot expect any better times.

* Paper read before the Retail Grocers' and Merchants' Association of Illinois.

Lady Customer—Are you sure this is real Ceylon tea?

Well-informed Young Salesman—Certainly, madam, Mr. Ceylon's name is on every package.—New York Tribune.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers, also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

EUROPE AND CHEAP SUGAR.

APROPOS of the controversy now going on in England as to the disastrous state of things in the British West India Islands, and the anxiety there as to what is to be done with the large negro population in the event of the present depression in the sugar industry continuing, which subject is now occupying the serious attention of the English Government, The London Financial Times publishes an interview with Mr. Henry Hales, a member of the firm of colonial brokers, I. V. Drake & Co., of London, Paris and Greenock. Appended are extracts :

The results of the bounty system are very serious. The German Government originated the system of indirect bounties on production, and found itself being bled, and in a manner that we may take as a fair sample of the evils inflicted. The internal tax was paid on the beetroots going into the factories, but the calculation was on the basis of a lower percentage of sugar being extracted than was actually the case, and an excessive drawback was granted. A small and rich root was cultivated, and a big indirect bounty thus established.

The German Government tried to stop this by a reduction in the allowance, instituting a system of gradually diminishing direct export bounties, hoping that other countries would follow suit, and thus bring about the abolition of the bounty system. But its hopes were falsified. So Germany has advanced the allowance from 7½d. to 1s. 3d. per cwt., and the result is that we are now witnessing a general levelling up of bounties.

The stimulus to production of beet by the bounty system is very marked. In 1884 France was producing 308,000 tons. The disguised bounties then came in, and as much as £3 5s. per ton was given. The result has been a leap in the production to 800,000 in 1894. Germany under the diminishing bounties has only increased from 1,150,000 tons to 1,380,000 tons in the same time. As you see, therefore, the big French bounty pushed things along at a great pace. Prices during these years were generally remunerative to beet growers. As a matter of fact, we may generally say that Continental governments contribute 10 to 25 per cent. of the cost of production to the Continental sugar producer.

"Turning to the West Indies, do you consider they could do much in the way of minor crops?"

Well, let us take a few suggestions. There is cocoa: production has been increased at twice the rate of the consumption during the past few years. Already the price is very near to the no-profit line. Suppose you increase the output largely, where are you going to find room for it? And what will be the effect upon prices? Sugar is a big thing, and forces larger markets, which most of these minor industries do not. Take the case of spices. You cannot make a man eat four times his present allowance of spice just because you lower the price. The Dutch in old days used to burn half their cloves to get a good price for the other half. You will have to do something of this sort by mutual agreement if you are going to produce many of the minor crops suggested. Then there is fruit. Jamaica has made a big effort, with some success. But Jamaica is not a fair example of many of the West Indian islands. It has many climates : on the hills they can grow good coffee. The different levels give them great advantages in the way of climate variety. Trinidad and Barbadoes are not, however, so favorably situated. Take the case, too, of St. Lucia. The island is liable to sudden and heavy rains. That island, therefore, would not do for the tobacco crop, which requires a nice equable, sunny drying time for the curing. Tobacco would want a rich soil. The best qualities, in fact, are produced from virgin soil ; that is why Borneo is doing so well. Again, it is a crop that exhausts the land to a great degree. Cuba has the advantage that she possesses immense quanties of comparatively untilled land. And we must remember that if the sugar planters abandon their plantations it will mean the immediate forfeiture of £10,000,000 invested in land, buildings and machinery.

For a crop advance between December and May the usual charge is 5 per cent. to 6 per cent. per annum, and, in addition, 2½ per cent. actual commission is charged. We may say, therefore, that the rates are decidedly high, but in these bad times they are naturally arranged so as to cover possible losses. The Government might quite safely make advances at moderate terms, charging a little more than the ordinary interest at home, in order to provide for the sinking fund.

"Then you believe in the countervailing duty as the only satisfactory remedy?"

Precisely so, say £2 per ton. I think that would suffice. and would give all the redress that is possible or right, putting an end, at the same time, to the bounty system.

Foreign governments are not likely to raise the bounties by that amount. Already the people are taxed heavily to provide sugar bounties, and are crying out for relief. The average European bounty being about £2 a ton, this suffices to give the producer a handsome profit on the necessary capital for producing sugar. Therefore, the beet sugar producer can make money when the cane producer is losing. The bounty turns a fair profit into a big one, and in bad times, when the cane producer is losing heavily, he is safeguarded from loss.

THE SOAP DUTIES.

New Brunswick members on both sides of the House waited on the Minister of Finance in the interest of several soap factories in that province at St. John and St. Croix, and presented the following arguments of the soap manufacturers against reduction of duty :—" The duty on soap is now one cent per pound. We ask that the duty be changed from one cent to one and a half cents. Seven-eighths of the soap sold in Canada is in the form of cakes put up 100 cakes to the box of about 75 pounds. This soap sells at from $3.40 to $3.90 per box wholesale, for the better grades, or over three-fourths of the soap sold is of the better grade. The duty on a box of soap at one cent a pound is 75 cents per box, or at the rate of from 20 to 21 per cent. of duty. At three-quarters of a cent per pound, or with one-fourth of the duty removed, the percentage would be from 15 to 16 per cent. English soap makers have a very complete system of extracting glycerine from spent lyes, which in smaller factories is refuse. This process can only be done in a large way. None of the factories in Canada are large enough to do the complete process. This makes at least one-eighth of a cent additional, so that in the face of strong competition we would have actually only five-eighths of a cent a pound duty, equivalent to 13 per cent." It was pointed out that English soap even at the old duty came in in large quantities.—Globe.

TANGLEFOOT . . . .

Further improved. Price lower. Profit larger.

REGULAR 10 boxes in a case ; less than one case, 45c. box ; one to five cases, $3 80 case.

We also have **SMITH'S FLY SQUARES,** boxes of 100, $2.50 ; boxes of 50, $1.25.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, HAMILTON

FOR SUMMER TRADE

Reindeer Coffee and Milk.
" Milk.
Jersey Milk.
Duchess Milk.
Clark's Potted Ham, ¼'s.
" " Tongue, ¼'s.
" " Beef, ¼'s.
" " Chicken, ¼'s.
" " Turkey, ¼'s.
" " Game, ¼'s.
" " Chicken, Ham and Tongue, ½'s.

Cunningham & De Fourier's
Boar's Head.
Sardine Paste.
Turkey and Tongue.
Beef.
Rabbit.
Bloater.
Armour's Ox Tongue, ¼'s.
" " ½'s.
" Ham, ¼'s.

Also all the leading lines in Soups, Sauces, Pickles, etc., for sale with

JAMES TURNER & CO. - - HAMILTON, ONT.

PURE MILK

IT IS.

FRESH ARRIVALS

We beg to advise the Trade that we have just received fresh shipments of the following goods :

CROSSE & BLACKWELL'S Pickles, Pints and Half-Pints.
" " Marmalade, 1-lb. Glass Jars.
" " English Malt Vinegar, Quarts.
JAMES EPPS & CO.'S Cocoa, ¼-lb. Tins.
PATERSON & SON'S Worcestershire Sauce, Half-Pints.

. . . ALL AT LOWEST PRICES . . .

THOS. KINNEAR & CO. WHOLESALE GROCERS 49 FRONT STREET EAST TORONTO

LESSONS FOR YOUNG MEN.

WE publish by request some lessons for young men from the life of the late Mr. Justice Strong. The leading facts of Judge Strong's life and career are generally known. His splendid success in the profession of the law ; his distinguished services on the bench of the highest court in this country ; his active connection with great Christian and philanthropic enterprises, such as the American Board, the American Tract Society and the American Sunday School Union—these are matters of familiar history. But the qualities by virtue of which he reached such great positions of trust and power have been less commented on in the secular press, and are less appreciated. They form, however, an invaluable lesson for young men, which should be emphasized while his life work is still fresh in our memories.

The highest places are attainable by any young man that is willing to pay the price of attainment. Judge Strong's position did not come to him by inheritance. He had, indeed, a splendid heritage of health and talent and virtue ; but they could all have been easily frittered away. But he made the best use of them. He counted them talents from God and recognized his stewardship in them.

Hence, he was a most industrious man. To the last of a long life—more than eighty-seven years—he was an indefatigable worker. His problem was never how little he could do and manage to get on, but how much he could do in each twenty-four hours. On entering upon the practice of his profession at Reading he found that a knowledge of German was essential to large success. He could indeed have made a living and have been a respectable lawyer without it. But this could not satisfy him. So he at once attacked this difficult language and soon mastered it. He was wont to say that this effort and achievement—not the knowledge of German so much as the acquiring of that knowledge—were the greatest help to success that ever befel him.

Judge Strong was a most conscientious man. He was honest to the last degree, not because the law required it, but because his conscience demanded it. He would no sooner have taken an extortionate fee, no matter how willingly tendered, than he would have stolen his client's purse. No joke about lawyers' overreaching ever gained flavor or color from any act of his. He was never a "smart lawyer," against whose doubtful tricks clients must be on their guard. He saw as by instinct the right in every question, and that settled everything for him. He scorned any advantage, however great it seemed, that might be gained by any method except the most direct and unequivocal.

Now, this man reached the highest positions of honor and influence ; and the lesson for young men is that he reached them by virtue of these qualities. Of all the thousands of lawyers in the United States, only nine at any one time can sit on the Supreme bench. All have the ambition to sit there. How came it that he was one of the chosen ones ? Not by chance, not by a political pull, not by partisan service of dubious morality, but by merit, by studying law night and day until he mastered it, by studying every case with which he dealt until he had sounded its depths.

How came it that among all the best people of this land he was esteemed fitted for great positions of trust, as in the Tract Society and the Sunday School Union ? It was not due solely to his great ability, but more to his great character, a character without a stain from his early years. Young men are apt to feel that they "must have their fling." They think they may soil themselves a little in their callow years and somehow make it all right later. But it is a mistake. The highest character has been pure and true and sweet from the beginning. Beware, young men, of living to-day so that sometimes your friends will have to apologize for what you were by pointing out that you are such no longer. Heed the dying advice of John B. Gough and "keep your record clean."—American Grocer.

A FIRE IN MONTREAL.

About 4 o'clock Sunday afternoon fire was discovered in the cellar of Wm. Sclater & Co.'s asbestos establishment, at No. 42 Foundling street, Montreal. There was a quantity of oil and other inflammable material stored in the cellar, and with great rapidity the flames spread throughout the basement, and, leaping up through the aperture of the hoist, which extended from the basement to the upper flat, in a very short time enveloped the whole building. The splendid work of the fire brigade, however, prevented the extension of the flames to the adjoining buildings, although the stock of Messrs. Kearney Bros., importers of teas, etc., was considerably damaged by water and smoke. Sclater & Co.'s establishment was badly gutted, and the loss will be considerable. The stock being largely composed of asbestos, was not much affected by the fire, the packing cases being burned away from the material, leaving the contents apparently unimpaired. Both Sclater & Co. and Kearney Bros. are said to be fully insured. During the progress of the fire the firemen were at times, owing to the shaky condition of the floors, in considerable danger, and the chief ordered the men to keep near the windows in case of a collapse.

STRATFORD'S BOARD OF TRADE.

Stratford's Board of Trade is to live. This was decided upon at a meeting held on Friday last to consider the question. These officers were elected :

President, Mr. W. Preston.
Vice-president, Mr. George McLagan.
Honorary secretary, Mr. Duncan Ferguson.
Council, Messrs. E K. Barnsdale, Wm. Buckingham, Wm. Maynard, John Walsh, John Pullen, I. W. Steinhoff, E. O'Flaherty. C. E Nasmyth, E. T. Dufton, W. M. O'Beirne and R.M. Ballantyne.

A meeting of the council was held immediately after the election of officers, when Mr. Maynard was appointed treasurer, and a committee consisting of Messrs. McLagan, Ferguson, Dufton, Buckingham and Steinhoff was appointed to revise the bylaws, and bring up a recommendation at the next regular meeting of the board. It is the intention of the members to simplify the organization by having a small Executive Committee instead of the former council, and to reduce the number of meetings.

CANNED SALMON

During the next three months Canned Salmon will be one of your best sellers. How is your stock? We offer your choice of **Best Brands** at closest figures. Write us.

THE DAVIDSON & HAY, Ltd.

Wholesale Grocers - TORONTO.

TELEPHONES 399 AND 1399.

MUST BE GOOD AT GETTING MONEY.

A GROCER who does a credit business must be good at getting his money, if he wishes to keep in business. His first task is to be careful in giving credit, and the second to get what is due to him. Sometimes he may have to sue for his money. That is where some legal points will be useful to him. In suing for money the claim must be proven beyond any possibility of dispute. To do this an itemized bill or statement is necessary. It is this statement that many grocers fail to make correct. Many begin the statement with a balance without explaining where this balance came from. This should never be done. A statement must be made out beginning with the first item after the accounts were closed, even if it has to be made a yard long and for a period of several years. Here is where a point may be learned by many grocers. In taking money from a debtor, a business man should endeavor to secure an amount that will settle all bills to a certain date without leaving a balance. Thus, if a customer owes $20 and wishes to pay ten on account, while her bills to a certain day amounted to $9.50 and to another day to $11, the grocer should try to get either $11 or only $9.50. If he takes $10, he will be obliged to begin his statement with a balance of 50c. The remarks of an out-of-town grocer in an exchange may give some other hints to the grocers in this city and elsewhere. He says:

I lose very little through bad debts, for the simple reason that I am very particular whom I trust. When people come to me for credit, I begin by having a thorough understanding with them that the money must be paid when due, or their credit stops. Not only that. I have also an understanding with them as to whether all of the family are authorized to order goods. This I find to be necessary, as I have had cases of a daughter ordering goods and the mother saying afterwards that she had no right to do so. The worst collector imaginable is the grocer who is lenient in the first place, but who afterwards gets frightened and tries to bluff people into paying up. This is just what people want. It gives them an excuse for getting angry and refusing to pay.

I believe that quietly insisting on prompt payment from the very first is the only way to do business where you can't trust the law to help you. And the proof that my method is successful lies in the fact that I have often had accounts paid by people covered with attachments.—Retail Grocers' Advocate.

THANKS FOR "THE GROCER."

William J. Tulk, secretary of the Executive Committee of the recent Pure Food Show held in Hamilton, writes THE CANDIAN GROCER under date of May 17 as follows:

The Executive Committee of the Exposition has instructed me to extend to you the hearty thanks of the committee for your co-operation in making the first Pure Food Exposition held in Canada such a magnificent success. We realize that this result is due in a great measure to you, and we appreciate this fact.

Archdale Wilson & Co., of Hamilton, advertise fly pads. Note the warning regarding sale of infringements.

THE LIVE GROCER PUSHES THE BEST GOODS

PURE GOLD

BAKING POWDER

... AND

FLAVORING EXTRACTS

Are known from Halifax to British Columbia as the very highest grade of goods made in this country, or in any other country. There is a large demand for them because they are well known.

PURE GOLD MFG. CO.

31 and 33 Front St. East, TORONTO

Mail Orders promptly attended to.

SEND FOR SAMPLES

Manufactured by **THE ALPHA CHEMICAL CO., BERLIN, CAN.**

For sale by all the leading Grocers.

E. B. EDDY'S NEW WAREHOUSE.

OWING to the increased amount of business at their Montreal branch the E. B. Eddy Co. have moved into a large new warehouse at the corner of St. Genevieve and Latour streets, Montreal. The building, which is well adapted for this line of trade, consists of four flats, and contains nearly 40,000 feet of floor space. A representative of this paper called there a few days ago, and through the courtesy of Mr. John A. Hardisty, the manager of the Montreal branch, he was enabled to go through and examine their new quarters.

"I intend," said Mr. Hardisty in conversation, "to make this a model warehouse of its kind." And, judging by appearances, it looks as if he would succeed, for the warehouse has been arranged in a manner most convenient for the prompt and satisfactory transaction of business.

The ground floor is divided into three departments—the general and private business offices, the paper department and the shipping office. In connection with the shipping department it may be noted that this building has unusual facilities for the prompt handling of goods. There are two separate entrances for teams, one in the basement and one connected with the ground floor. This is a convenience that very few warehouses possess. On the ground floor there is also a large and well-arranged sample room, where customers can examine any line of goods they wish. The other floors are used as store rooms for the different lines of paper, woodenware, etc., which they handle. A well-planned arrangement of speaking-tubes and parcel-carriers—similar to those in use in large retail establishments—makes communication between the departments an easy matter.

The Eddy Co., which was established in 1852 as a small match and woodenware manufactory, has now grown to be the largest concern of its kind under the British flag, manufacturing every kind of paper, woodenware, matches, etc. The Montreal branch was opened in 1892 and is now the largest and most important of the many situated in different parts of Canada. Mr. Hardisty, the present manager, has been in charge there ever since the branch was established, and it is under his efficient management that the Montreal business has increased to its present proportions. An idea of the amount of business done can be gathered from the fact that the Montreal branch alone handle, on an average, two car loads per day of inward and outward shipments.

OLD ENGLISH FISHING LAWS.

In 1616 the first pageant in the Lord Mayor's Show, says an exchange, was a fishing boat, "with fishermen seriously at labor drawing up their nets, laden with living fish, and bestowing them bountifully upon the people." Several fishery laws were passed in 1710. Eel spears were forbidden, and it was made unlawful to use a flue, trommel, hooped net or double-walled net or to destroy the fry of fish. No draw nets were to be shot before sunrise or after sunset. No fisherman was to try for flounders between London Bridge and Westminster more than two casts at low and two at high water. No flounders were to be taken under the size of six inches. No one was to angle within the limits of London Bridge with more than two hooks upon his line. No one was to drag for salmon with nets under six inches in the mesh, and all unlawful nets were to be destroyed.

CUBA SUGAR CROP.

Concerning the Cuba sugar crop, Willett & Gray say: "The crop will reach about 200,000 tons, as already estimated by us. The next crop cannot exceed this amount, owing to existing state of the sugar estates. The crop has been largely made this year under independent protection against both antagonists."

ROSE'S

WEST INDIA LIME JUICE

Is **DELICIOUS, WHOLESOME** and **REFRESHING.**

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.

Agents for Canada, LAW, YOUNG & CO. - MONTREAL.

Jams and Jellies

Our facilities for the manufacture of these goods are unequalled by our competitors, and we are on the ground floor for first cost and working expenses. We get our material from first hands and can give you **PURE** goods at low prices. Let us have your trial order at once.

: : VINEGAR : :

Pure Fruit Vinegar at lowest cash prices. Our Vinegar contains no chemicals nor acids, but is pure fruit and made by natural process. No other is better, and few so good for health. Impure Vinegars cause much sickness to persons having weak stomachs. Try ours.

R. J. GRAHAM . .

Belleville, Ont.

ENGLISH ARMY BLACKING

IS A READY SELLER,

and if you have not yet placed it in stock, send for a sample lot to your wholesale house or to the manufacturers. They are put up in ¼ gross boxes. You will be pleased with the results of the investment.

THE F. F. DALLEY CO., LIMITED

HAMILTON, CAN.

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

HOW TO PACK BUTTER.

D. GUNN BROS. & CO., Toronto, have just issued their seventh annual butter circular. In part it reads as follows :

"There are several unfortunate conditions that exist in our Canadian butter trade which have to be faced. We think we are within the mark when we state that notwithstanding the increase in the number of creameries recently, probably two-thirds of the butter produced in Canada is made in the home dairy. This butter is usually brought to the local merchants in lumps of various sizes, varying from one to ten lbs. or more, and sold for cash, or more frequently traded for goods. In this way the merchant will receive butter from many customers having different facilities for butter making, and marketed in all kinds of weather. It is to these merchants that we especially address this circular. We know that a great deal of butter received by merchants is quite equal to the finest creamery. There is, however, quite enough of very inferior butter made, which, when mixed with the good butter, spoils the whole parcel. We have frequently been not a little amused, while visiting the different towns buying butter, to have each merchant tell us that he himself is very particular in buying butter, but that his neighbor "Jones" will take anything that comes along. A little later we call on neighbor "Jones" and he tells us the same thing of "Smith," and so it goes. Trade is so keen that the majority of merchants are afraid of giving offence to a customer, and it is a well-known fact that farmers' wives are very sensitive as to the quality of their butter.

"The bad and the good grades of butter are often bought without discrimination, and then all are mixed together, and allowed to stand on tables, or dumped into boxes, and there to remain possibly for weeks before finally packed in tubs. The cellars and other rooms in which butter is stored are often contaminated by foul odors, and where these conditions exist it is impossible to have good results. We suggest the following methods, which, if adhered to, we think will help to materially improve the quality of butter handled by merchants :

"First.—Prepare a special room in the cellar in which only butter is stored ; the room if possible should be chilled with ice. This room should be thoroughly whitewashed once or twice during the season ; it is best to add to the whitewash a small quantity of common salt. The salt will assist in making the whitewash adhere to the walls or partitions better than if the lime is used alone in the water.

"Second.—When received care should be taken to class the butter according to grades in color and quality. This will save time in the packing process. The butter should be packed every day. In order to get a uniform color in each tub, the butter may be worked on any of the ordinary table mixers ; but in no case should the hands be used for this process. None but experienced persons having good judgment should be allowed to do the mixing. Care should be taken that the butter is not overworked, as in this way the grain is often destroyed.

"Third.—The person who is working the butter should have, by his hand, ordinary pickle, which may be made by using three pounds of salt, two ounces of saltpetre, and one gallon of water. A small portion of this should be sprinkled over the butter from time to time as it is mixed. This will serve the purpose of washing the butter and freeing it from any buttermilk that may remain in the product.

"Fourth.—The fifty-six pound dovetailed square box, the inside of which should be paraffined and lined with the best quality of parchment paper, is the proper package for butter intended for the British market. We do not, however, favor this package for the local trade, and as the majority of this class of butter is used locally, the ordinary fifty or sixty pound tub is usually preferable. Any of the ordinary woods, such as white ash or white wood, will serve the purpose.

"Fifth.—Tubs should be soaked at least twelve hours before packing, and then rinsed out with a strong salt pickle, after which a small quantity of fine salt may be rubbed over the sides of the tub. If the tubs are paraffined they are preferable and do not require to be soaked.

"Sixth.—Butter should be packed into the tub by means of a hardwood masher. In filling leave about half an inch space at the top of each tub, so that a paste of fine salt may be applied, after covering the butter with a bleached cotton cloth.

"Seventh.—Market without delay, as butter will not keep fresh in ordinary cellars for any length of time during the summer months."

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

UNRIVALLED in quality, exceedingly fine in flavor—two superlative reasons why that nourishing beverage, "Chocolat Menier," has attained such an enormous sale (33,000,000 lbs. annually). No grocer should be without it.

A shipment of castile has just been received by T. Kinnear & Co.

John Sloan & Co. are offering a line of canned quince, Lawton blackberries, red currants and raspberries at a price which will enable the retailer to sell them at about 10c. per tin.

The Davidson & Hay, Ltd., offer special drives in canned salmon.

Stower's lime juice and cordials are for sale by the Eby, Blain Co., Ltd.

The Davidson & Hay report large sales of their extra sifted select peas.

A shipment of 200 bags Rio coffee, choice sample, is expected by the Eby, Blain Co. shortly.

Shipments of Crosse & Blackwell's goods are arriving this week for Davidson & Hay, Ltd.

Barataria shrimps are in store with Lucas, Steele & Bristol in sizes to retail at 15 and 25 cents.

Eby, Blain Co. are advertising special prices in Griffin & Skelley's 50 to 60 prunes this week.

Some attractive spice canisters are put on the market by Lucas, Steele & Bristol. Their travelers have full particulars.

The Eby, Blain Co. are special agents for "Sunrise" and "Sugar Loaf" baking powders in 1-lb. tins ; retails at 15 and 20c.

Challond & Jenks' ginger ale, lemon sour, soda water, Kelma water, etc., are delivered by Lucas, Steele & Bristol in 5-case lots.

T. Kinnear & Co. have received into stock a shipment of layer selected Valencia raisins which they are offering at reasonable figures.

A shipment of Patersons' Worcester sauce arrived for the Eby, Blain Co., Ltd. They say that this sauce is finding a ready sale in Canada.

The Eby, Blain Co., Ltd., report increasing sales of their "Kolona" Ceylon tea, and that repeat orders are coming in continually.

The Davidson & Hay, Ltd., are offering a line of choice gallon apples. These were packed for export and guaranteed in color and quality.

Buyers of Price's rennet wine can procure same from Lucas, Steele & Bristol. This line attracted much attention at the Pure Food Show.

The report from T. A. Lytle & Co., vinegar manufacturers, Richmond street west, is that business in all lines is increasing, the demand for white wine vinegar being especially good.

The genuine "Seville" orange marmalade put up by the Eby, Blain Co., Ltd., is having splendid sales, their trade now extending from Halifax to Vancouver. Put up in 7-lb. pails, 6 to crate.

Next week we expect to produce a cut of Keen's hansom cab, which the agents, Frank Magor & Co., are using in Montreal, through their city traveler. Later the cab will be driven in other cities in Canada.

Last week W. H. Gillard & Co. received several orders for their New York ginger ale from Quebec and Nova Scotia, the merchants in every case mentioning THE CANADIAN GROCER. It pays to advertise a good article in a reliable far-reaching medium.

Seville orange marmalade this season is better than ever, and farther in advance of the ordinary domestic article. W. H. Gillard & Co., the wholesale agents of this marmalade, are advocates of the purest goods, and their sales of "Seville" are steadily growing.

Don't Trust Imitators!

Firms who openly acknowledge that they are manufacturing machines copied directly from the product of another concern do not deserve the confidence of the people. The imitation is never so good as the original.

The National Cash Register Company manufactures nothing but cash and autographic registers. It makes and sells over 90 different kinds and sizes, ranging in prices from $10 to $375.

It has sold cash registers in Canada for the past ten years. It maintains a perfect organization and employs 1,300 people, who are experts in their lines of trade. So intricate and delicate are the parts of a cash register that it requires the experience of years of hard study and the assistance of the most perfect tools to make one successfully.

No. 301 1-2 Detail Adder—$55.

No. 302 Detail Adder—$65.

Over 160 companies who have entered into the cash register field have failed because they lacked sufficient capital to maintain an organization and to secure the machinery and workmen necessary to manufacture a perfect cash register.

The National Cash Register Company is the only firm that sells the latest-improved total-adding cash registers in Canada.

Send a postal card to any of the addresses named below and one of our salesmen will call and talk the matter over with you. The National Cash Register Company, Dayton, Ohio, U. S. A. Offices: 6 Rossin Block, King Street, W., Toronto; 1685 Notre Dame Street, Montreal, and Vancouver, British Columbia.

No. 303 Detail Adder—$80.

We have on hand a number of detail-adding registers made in imitation of ours by the Hamilton Brass Company, of Hamilton, Ontario, which we wish to get rid of. We will sell these registers at one-half the list price of the Hamilton Brass Company.

To the Grocery Trade

We are now putting in a new stock and after our Salvage Sale is over will be ready for business again. We beg to thank our friends for the leniency which they have extended to us during the interruption to our business caused by the late fire, but we can now confidently solicit business with the guarantee that orders will have prompt attention.

Our travellers are now on their respective routes.

Yours truly,

H. P. ECKARDT & CO.

Wholesale Grocers TORONTO

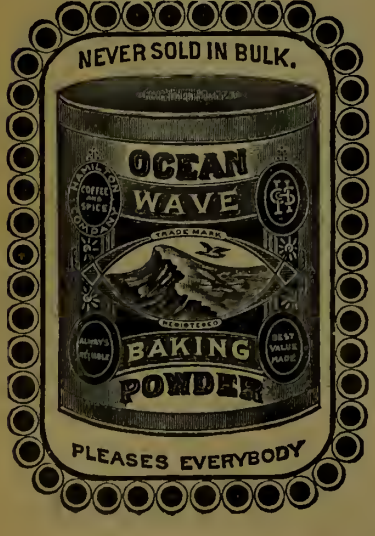
Money in Lard.

Try hard as you may to make larger profits by selling inferior quality, in the end inferior quality will lose trade for you. The high quality of "Rose Brand" Lard—its absolute purity—may determine a customer's inclination to stick by you and your store.

Rose Brand doesn't make one profit for you and stop there. It keeps on rolling up steady profits. "If it's 'Rose Brand' there's money in it."

THE GEO. MATTHEWS CO. Ltd.
Ottawa and Peterborough.

"Rose Brand"



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Whitest
Lightest
and
Sweetest
Cakes

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Ocean Wave Baking Powder

Manufactured by the

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HAMILTON, ONT.

THE CANADIAN GROCER

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CANADA'S ATTITUDE TOWARD THE STATES.

WHILE the day when closer trade relations between Canada and the United States shall exist is no doubt far distant, the minimum tariff, and the advantage which British products enjoy under it, will probably tend to bring that day nearer than would have the conditions which before obtained.

Among the countries to which the United States exports her products, Canada stands third. Great Britain is, of course, first, with $405,623,127 worth. Next is Germany with $97,949,950. Then comes the Dominion of Canada with $59,689,597 worth. France is fifth with $46,973,955 worth, and the Netherlands sixth with $39,022,899. The value of Canada's trade to the United States is only about $10,000,000 less than that of the Central American States, West Indies and South America combined, in all some twenty-five separate countries.

The chief competitor of the United States for the Canadian market is Great Britain, the latter contributing 29 per cent. of our total imports and the former 52 per cent.

Under the new minimum tariff the products of Great Britain will come into the Dominion at a rate 12½ per cent. less than those from the United States until June 30, 1898, and 25 per cent. on and after that date.

Obviously this must on the one hand tend to stimulate the imports of British goods into Canada, while it will on the other hand tend to retard those the product of the United States.

At present the politicians of the United States appear to want no dealings with the Canadians. All they desire is power. And this is a desire that blinds all politicians whatsoever, whether they hail from the United States or from Canada.

By-and-bye, when it is demonstrated beyond all peradventure that the minimum tariff is as a gateway to British goods and as a stone wall to United States products, the business men in the latter country who have been in the habit of selling their wares in Canada will naturally feel as every man feels when he is losing a customer. When that point is reached the business man usually wants to pinch the politicians whose perverseness has caused his pocket to be pinched. Then in time will come the remedy. It may be a long time, and doubtless will be, but it will come.

Since Confederation Canada has made about half a dozen attempts to secure closer trade relations with the United States, sometimes almost going upon our knees in the dust, but each and every attempt was a failure.

We have now, however, got our Sunday garments of dignity on, and are too busy frying fish within the Empire to bother ourselves about other fish.

We are still willing to trade with the United States, but we are not willing to knock at the door for admission. Our patience is exhausted and we are tired.

Although we are tired we have not barred the door to negotiations. In the reciprocity clause of the new tariff we have heralded it abroad that any nation whatsoever can enjoy the minimum tariff by complying with certain conditions.

That is not hostility. It only means that the United States must come to us and not we to them. And they can come to us over the path we have beaten in going to them.

THE TOBACCO SITUATION.

The trade is still, to some extent, groping in the dark in regard to tobacco. There is no great demand, but wholesalers' stocks are short in some lines, and as the factories, being closed down, will not accept orders, some difficulty in filling orders is being experienced. Some houses at least will not guarantee delivery. Prices, while generally 14c. per lb. higher than before the tariff was brought down, are still unsettled pending the final action of the Government.

THE MERCHANT'S ONLY HOPE.

TWO things seem patent in regard to the department stores. One is that they are never likely to be crushed out of existence by the hand of the law. And the other is that whatever the law can be persauded to do in the way of limiting the power of these stores for evil can only be done after much agitation and the lapse of much time.

In the meantime the curtailing of the evil influences of the departmental store devolves upon the legitimate storekeepers themselves.

They have no circumlocution office to go through before the necessary forces can be put into operation. If there are any circumlocution offices they are of their own creation.

If they will they can act promptly: Each for himself and all together for the whole.

Every merchant must first of all begin with himself. His store must be bright and up to date. His goods what they are represented to be and well bought.

Exorbitant profits it is folly to try and get; for while they may be reaped for a while, yet it will only be for a while. People do not these days long remain in ignorance of the market price of any article or commodity, and woe is it to him who hath charged exorbitantly.

"Small profits and quick returns" is the old familiar motto of the Cheap Johns so common in the Old Land. And he who in this day and generation would be successful should have a practical acquaintanceship with this motto.

The merchant who to-day makes business a success is the merchant who turns his stock over frequently.

It is better to turn a stock over half a dozen times during, say, a year, and make only 10 or 15 per cent. on each turnover than to do so once or twice and gain a profit of 25 or 30 per cent. thereby.

Give time and thought to your advertising. And advertise judiciously and in a way that will demand attention.

Then take an active part in the business men's association with which you may be or should be connected. If you have not an organization of the kind in your neighborhood try to create one.

By rubbing shoulders with your fellow business men you will get ideas; and ideas

make good bullets for fighting departmental stores with. There is nothing like unto them. The machinery of the law is nothing to be compared to them.

Merchants affected by the departmental stores who are waiting for the law to rescue them from the octopus, will be dead, buried and forgotton before their salvation shall appear.

At the moment, the merchants have none other immediate help outside themselves.

The spring number of Le Prix Courant is a thing of beauty. It consists of about one hundred pages and is nicely illustrated. The cover is a strikingly handsome one.

A FALLACIOUS PLEA.

PEOPLE who are in the habit of being late to business often, as a rejoinder to the axiom, "It is the early bird that catches the worm," say, in effect, "Yes, but what about the early worm?"

This plea would have at least some weight if it was the duty of the worm to be out at day break. But as it is not its duty the plea has no weight.

The early worm was a late one. It had been out all night and should have been back in bed long before the sun rose and the early bird was abroad.

Young men who are out all night always suffer more by getting home late than they do by getting to business early. The young man who is early to business gathers the worm, but the young man who is late to business is the worm that is gobbled up.

GROCERY CLERKS' PICNIC.

The members of the Grocery Clerks' and Drivers' Association of Toronto will hold an excursion to Oshawa on May 24th, the Queen's Birthday. An excellent programme of athletic sports, etc., will be presented. It is expected that a large crowd will be present, and a pleasant time is certain if favorable weather obtains.

The association is incorporated under the laws of Ontario, and all legitimate clerks can become members thereof on payment of a fee of $1. The association meets every fortnight.

A meeting of the association was held on Monday night, with Mr. E. W. Lee in the chair, when arrangements for the picnic were completed.

QUESTION OF "FILLED CHEESE."

NOW that the new season has opened in earnest the question of filled cheese is one of great importance to Canadian producers, as these filled or imitation cheese from the United States are competitors in the British market with our genuine gilt-edge goods.

Although tens of thousands of boxes of adulterated cheese have been imported into Great Britain since 1893, the first time they appeared as "imitation cheese," or under any other heading than cheese, in a Liverpool Customs bill of entry, was on the 28th April. These "imitation" cheese are made in the States (especially in the state of Wisconsin), and shipped as pure cheese to Great Britain.

As a large number of factories in the state mentioned which have been shut down for over two years are resuming operations, there are grave fears that the export of these cheese will be largely increased during the coming year. It is of interest, therefore, to honest Canadian as well as United States factorymen, that the Government of the latter country should make a move in the matter, and it is gratifying to learn that English importers are already taking steps in this connection, one of the leading members of the Liverpool trade now being on his way to the States in relation to the matter.

Prior to the passing of the "filled cheese" law in America last year, importers, excepting those who imported the imitation knowingly from the factories, could not, unless by analysis, know whether they were receiving pure or adulterated cheese as there was nothing whatever on the outside of the boxes to give any indication. Since the passing of the law the volume of the adulterated cheese trade has somewhat decreased, but since November last shipments of adulterated cheese have again come forward. The boxes are so badly marked, with skeleton or elongated letters, that it is some trouble to read them at a very little distance. Each imitation cheese is wrapped in a double cloth, on the outside of which the words "filled cheese" are badly marked (very often smudged) and on the removal of this cloth the article stands in every way, to all appearances, as pure cheese.

This article is made from skim milk curd, cotton-seed oil, neutral lard and oleo, which in combination predispose the product in warm weather to become rank and offensive if kept long after its manufacture.

When fresh it is inoffensive in smell and is sold by many retail dealers as pure cheese at 6d. per pound.

If sold under its proper name the trade will bring about its own extinction, as cheese is now blamed for the faults of the imitation article.

The word "imitation" should be sunk in the rind of the cheese itself, which could easily be done without interfering with the sale of it on its merits.

The words "filled cheese" are misleading words and offer no guidance to the public as to the nature of the article.

No one in the trade objects to its importation if it is consigned and shipped as "imitation cheese" and sold as such on the retail counters.

At present imitation cheese are consigned, shipped and manifested as cheese.

Reference to the British Board of Trade returns shows that there is no heading for "imitation cheese," which seems exceedingly strange considering that so many thousands of boxes have entered Great Britain.

TEAS STRONG AND ACTIVE.

THE change in the United States regulations regarding the inspection of and duty on teas has had an enlivening effect on the market for the staple in Montreal during the three last days of the previous week. On Thursday buyers from New York came on the market and cleared up 5,000 packages of Japan teas at a range of 15 to 17c. They followed this up later with purchases of 2,500 blocks at values running from 10 to 12c., and 1,300 Ceylons, the basis for which was not made known.

These heavy purchases have naturally stiffened the tea market, especially as they have been supplemented by enquiries from Chicago, which are very likely to lead to further business.

Further advices from Yokohama also continue strong in tone, as already noted by THE GROCER last week. They state that goods are selling for $35 per picul now that only brought $22.50 last season.

CHAT WITH A MAN FROM SMYRNA.

MR. FRANCIS SOLARI, of Smyrna, Turkey, was in Toronto this week. He is a son of Antoine Solari, importer and exporter of figs, Sultana raisins, etc., and is making a tour of Canada and the United States in the interests of his father's business. His firm has been doing business with England for twenty years and it is now making a special effort to extend its business on this side of the Atlantic. Mr. Solari has been induced to attempt this through the success his efforts have already met with. "I am well pleased with our business in Toronto during the past year," he said in reply to a query.

Antoine Solari's exports of figs last year to London, the United States and Canada were nearly 8,000 cases, and of Sultana raisins nearly 150,000.

The firm does a banking business in Smyrna besides dealing in fruits, and in the former capacity advance money to the fruit growers on their crops.

Mr. Francis Solari is a pleasant gentleman of fine appearance and readily submitted to an interview.

"It is rather early to speak of the crop of Sultana raisins," he said, when questioned. "But when I left Smyrna about the end of April the prospects were pretty good. We shall probably have a larger and better crop than last year. Last season, you will remember, the crop had the quantity but not the quality, owing to the damage by rain."

"What is the expectation regarding prices?"

"On account of the war in Greece and a consequent short crop of currants, there is expected to be a large demand for Sultana raisins, they being the fruit best suited to take the place of currants. But notwithstanding this increased demand we expect prices to be lower than last year. Of course there is yet the possibility of damage to the crop. But if there is no damage prices will undoubtedly be lower than last season."

In regard to figs Mr. Solari said the crop was likely to be about an average one, namely, 80,000 loads. And prices, he said, would in all probability be lower than a year ago.

This is Mr. Solari's first visit to Canada. "I have been quite surprised with your country," he said. "I had the idea it was a very cold place. Why, you have it as warm here as we have it in Smyrna. I am very much pleased indeed with the country." And the expression on his face showed that he meant what he said.

Mr. Solari was introduced to the trade in Toronto by Mr. E. Fielding, the Toronto agent of the firm.

THE SECOND FRUIT SALE.

THE second auction sale of Mediterranean green fruit at Montreal did not result as satisfactorily as the first. The cargo consisted of 25,000 boxes of Messina lemons, 4,700 boxes of Palermo, 3,738 boxes of Catania, 1,000 half-boxes Messina oranges, 424 boxes Palermo and 2,800 half-boxes Catania, making a total of 33,438 boxes of lemons, 3,800 half-boxes oranges and 424 boxes ex Sir Walter Raleigh. The attendance of buyers was not as large as at the Fremona sales, owing to the fact that a large number of American and Western buyers had left the city. Consequently the bidding was not so brisk, and as the quality of the fruit generally was much poorer than that of the Fremona's cargo low prices were the order of the day. Oranges show a decline of fully 50c. to $1 per box and choice lemons, 20 to 25c. per box, as compared with the prices realized at the previous sale. Fully 50 per cent. of the lemons were purchased on American account, and most of the good lines of oranges were also taken. The largest local buyers were Messrs. Hart & Tuckwell and John Barry & Sons. Messina lemons sold at 40c. to $2 per box, Palermo at 60c. to $2.70 per box, and cases at $2.10 to $2.80. Messina oranges brought from 70c. to $1.10 per half-box; Palermo, $1.50 to $2.30 per box, and $1.05 to $2 per half-box. Several lines of very fancy Catania ovals sold at $2 to $2.20 per box, and bloods at $1.80 to $2 per half-box.

The out-of-town buyers present were: Van Valen, of Chicago; C. Parsons, Zucca; J. W. Lumsden, of New York; G. W. Emery, of Boston; R. A. Tucker, of New York; R. Barden, of Quebec; W. Dixon, of Hamilton; Wood, of Sarnia; G. Husband, of Toronto; G. McWilliam, of Toronto, and Hunt, of Ottawa. The principal local buyers were: Messrs. John Barry & Sons, Hart & Tuckwell, T. S. Vipond, J. J. Vipond, J. Brown, O. & E. Hart, Vipond, Peterson & Co., J. T. McBride, E. Harris, A. Bowes, J. R. Clogg & Co., Montreal Fruit Exchange, J. Caldwell & Co., and L. Sylvester.

The secret of success is the ability to grasp opportunities.

NEW JAPAN TEAS.

The first samples of new season's Japan tea reached Toronto on Monday. They were received by Dane & Halford, agents for Morrow & Ewing, the Canadian agents of the Japan Tea Firing Co.

The quality shown is excellent, and rather better than last year's first picking of Japan tea.

The first picking, according to advices received from Japan, only amounted to a little over three piculs, or about four hundred pounds, and this quantity was divided among eight firms.

The samples left Yokohama April 24, and took 23 days to reach Toronto.

He who hath dry rot can only be quickened into life by being liberally dosed with the tonic of new and wide awake ideas.

MISCHIEVOUS LOAFERS.

Some storekeepers wonder how it is that people will walk past their door, and go farther to purchase their goods, when they can give them just as good value.

In a great many cases these merchants allow a certain number of small boys to hang around their store, who, when the dealer's back is turned, take the first thing they can lay their hands on. This would not drive the people away, however. It is the noise, foul talk, and the tricks they play.

I was in a store, when a little boy came in for something. Those who were in the store watched their chance and put a rotten egg in his pocket, and pushed against him, so as to break it. Now, people are not going to deal where their children are used like that.

It is true that these boys run errands free; but look at it in a business light, and you will find out that it will pay a good deal better to give a fair sum to one lad and keep him in his place.

STROLLER.

JUST TO HAND

Keopff's Family Gelatine *1-oz. packages*

Owing to the immense demand for this line the manufacturers have been unable to fill our orders as promptly as we would like; consequently we have been compelled to disappoint our customers in not being able to supply their needs for some weeks, but we have now received a large shipment and can fill all demands without delay.

Lorimer's Rennet Powder

for making junket, curds and whey, etc. This entirely supersedes the liquid rennet and being absolutely pure and wholesome it is free from all the objectionable features generally present in liquid essence of rennet.

Packed in bottles containing sufficient for 10 gallons of milk. Send for a free sample.

Lorimer's Sandringham Sauce

is a splendid sauce. It is made from the very finest and most wholesome ingredients and is unequalled for piquancy and zest.

Sole Agents for Canada

Robert Greig & Co., Montreal

MANUFACTURERS OF THE CELEBRATED . . . . CROWN FLAVORING EXTRACTS

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, May 20, 1897.

GROCERIES.

TRADE this week cannot be noted for its briskness. Indeed, in no one line can there be said to be any real activity. Compared with a week ago the volume of business is lighter. Since our last there have been further shipments of teas to the United States. And this is the feature of the trade. Canned goods are receiving fair attention and prices, on the whole, are strong. Coffees are quiet and steady. Teas are not receiving much attention locally. In spices, a little higher price is to be noted for pepper in the primary market. Sugars are dull and weaker in both New York and London. Tobaccos are somewhat unsettled, pending the final decision of the Government regarding the tariff, and as the factories are closed down wholesalers cannot get supplies in some lines. Currants continue to occupy a strong position. A few Valencia raisins have been brought on from New York, but stocks are still light. Sultana raisins are also scarce.

CANNED GOODS.

On account of the slowness of the demand for gallon apples there is a disposition on the part of jobbers to sacrifice prices a little in order to made a sale. A little business has been done on this basis, but ordinarily the demand is dull. Tomatoes and peas are in fairly good demand at firm prices. Corn remains quiet. The increased demand for salmon and sardines noted last week continues to increase. Lobster is still scarce, particularly the best grades. Some wholesale houses have no canned lobster in stock. Some low offers are being made on certain kinds of canned fruit, and a little business is being done. We quote: Tomatoes, 75 to 80c.; corn, 50 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c;. peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

The coffee market is dull. On Monday in New York the price of Rio coffee declined 5 to 15 points. According to latest advices Java coffees were a little higher. Jobbers quote green in bags: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There are very few offering, and there is nothing doing. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The market is quiet. Advices from New Orleans state that prices there are upon a steady basis. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The market is dull and rather unsettled. On Monday in New York there was a decline on all hard grades of 1-16c., and for Nos. 4, 5, 6 and 7 of ⅛c., while Nos. 1, 2, 3, 8, 9, 10, 14, 15 and 16 were down 1-16c., with Nos. 11, 12 and 13 unchanged. Beets declined ¾d. in London on the same day. On the Canadian market no change in price has taken place, but there is very little business transpiring. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; Demerara crystals, 3⅞c.

SPICES.

There has been another fractional advance in pepper. Other kinds of spices are unchanged. Business is quiet locally.

Washboards

OUR LEADING LINES ARE

BANNER GLOBE
S.B. GLOBE
GENUINE GLOBE
AND
SPECIAL STAR

We will be pleased to make a sample shipment . . .

WALTER WOODS & CO.
HAMILTON

DRINK : : :

:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

ONE TENTH

of all the BLACK TEA sold in the Dominion of Canada IS

"SALADA"

CEYLON TEA

Our sales at the rate of the past four months prove this, and are open to inspection, and are fully double that of the same period last year.

P. C. LARKIN & CO.

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
15 Niagara Street - - - BUFFALO
347 and 349 Fifth Ave. - - PITTSBURG

SURPRISE SOAP

If you and your customer are both satisfied Surprise Soap is the best Soap

The sale is made.

If the customer is satisfied Surprise Soap is the best

The sale should be made.

If you who are selling the Soap know Surprise Soap is the best Soap, it is good business for you to induce your customer, if not already using, to try it.

Many sales are then made.

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Locally there is nothing new to note. It is said there are no more Valencia shelled almonds in Malaga available for export. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

The mills are out of "B" rice, and stocks of this particular grade are light, with at least some jobbers. The demand for rice is fair. Tapioca is quiet. We quote: Standard "B," broken lots, 3⅞c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3⅝c. per lb.; Japan, 5c.; Patna, 4¾ to 5¼c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

The first samples of new season's Japan teas were received in Toronto on Monday by Dane & Halford, agents here for Ewing & Morrow, of Montreal, Canadian representatives of the Japan Tea Firing Co. The quality is superior to that of last year. Further shipments of teas have been made from Toronto to the United States during the week, but the demand from this quarter appears to be easing off. The local trade is quiet, and the little that is being done is chiefly in cheap Ceylon teas at about 12c. per lb. The season for Indian tea is practically over in London, while that for Ceylon tea is beginning. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Currants on the Toronto market are getting into limited supply and are changing hands amongst the wholesale trade. New York is selling cases at 4½c. in bond, which is close to 6c. duty paid, Canadian terms. Locally, there is not as much doing as there was a week or two ago. We quote as follows: Provincials, 4⅞ to 5c. in bbls.; ditto, half-bbls., 5c.; fine Filiatras, in bbls., 5 to 5⅛c.; do., half-bbls., 5 to 5⅛c.; Patras, 5¾ to 6c. in bbls., 5¾ to 6c. in half-bbls., and 5¾ to 6c. in cases; Vostizzas, cases, 7 to 8c.

Valencia raisins in layers have been brought in from New York lately which are being sold to the retail trade at about 5½ to 6c. per lb. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

In California loose muscatels the highness of price precluded the possibility of doing much business. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are a drug upon the market. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

Dates are dull and unchanged. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

California evaporated fruits are receiving little or no attention. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears,

What Others Say . .

Not what we say, concerning the qualities of . . .

GOLDEN HADDIES

Is the most convincing proof of their SUPERIORITY.

Some brands are good, others better, but the "GOLDEN" is the BEST.

Every can guaranteed. A full pound in each one.

NORTHRUP & CO.

Packers' Agents, ST. JOHN, N.B.

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN.

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. . . TORONTO.

TO CANADIAN MANUFACTURERS AND IMPORTERS

If not represented in WINNIPEG

"For sale of your goods to jobbers will be pleased to have you write me."

E. NICHOLSON

124 Princess Street, Winnipeg, Man.

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

11 years' experience. Established 1882.

ORANGES and . . LEMONS

Now is the time to buy your summer stock. Write us for prices. We can please you. . . . .

CLEMES BROS., - Toronto

51 Front Street East.

5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

California prunes are meeting with a fair demand, and the lowness of the price is selling a few French prunes. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

Sultana raisins are scarce. There are several enquiries from wholesale houses, but no sellers.

FOREIGN GREEN FRUITS.

Oranges are in active demand and higher, and shipments now coming forward are from the Montreal fruit sale. In lemons the demand is good and a wide range in prices is to be noted. Bananas are experiencing a good demand. At the fruit sale at the Yonge street wharf on Monday about 3,000 packages of oranges and lemons were sold. The prices obtained for the oranges ranged from $1.45 to $3.45, and for the lemons from $1.60 to $3.20. We quote: Oranges—Valencias, ordinary, 420's, $6 to $6.50 per case; large 420's, $7 to $8; Messinas and Sorrentos, $3.50 to $4 for 200's, $3.50 to $4 for 300's, $1.75 to $2 for 80's, $2 to $2.25 for 100's, $2.25 for 120's, $2.50 to $2.75 for 150's, $2.75 to $3 for 180's. Lemons, $2 to $4. Cocoanuts, $4.25 a sack and 60c. per doz. Onions, $3 to $3.25 per bag for Egyptians. Cranberries, Jerseys, $4.50 per bbl. Bananas, $2 to $2.25. Pineapples, 6 to 15c. each. Strawberries, 16 to 18c. per quart. New cabbage, $3 to $3.50 per crate. Tomatoes, $4 per case of six baskets. Apples—Fancy spies, $3.50 per bbl.; and other kinds $1 to $2 per bbl.

BUTTER AND CHEESE.

BUTTER—Receipts are large and prices weaker. The quality is gradually improving, although a good deal of fodder butter is still coming forward. Tubs, pails and tins are beginning to come in a little faster, and shippers are urged to now send their butter forward in these packages instead of in large rolls. The price of creamery butter is being affected considerably by the large receipts of dairy butter, the cheapness of the latter causing the attention to be given more to it. The demand is fair for good butter. We quote: Dairy butter—Tubs, 10 to 11c. for good to choice; large rolls, 9 to 11c. for good to choice; pound prints, 11 to 12c. for good to choice. Creamery—

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE. DERBY.

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by M. P. CARD, Guelph, Ont.

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

The demand is fairly steady for all good Roll Butter. Selling at 10 to 12c. for large Rolls and Pounds . . .

EGGS STEADY AT 9½ TO 10c.

Correspondence invited
Consignments solicited

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

JAPAN JAVA

MOUNT ROYAL

RICE

MILLS BRAND

PATNA BURMAH

D. W. Ross Co., Agents.

G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**

42 SCOTT St. TORONTO.

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

Tubs, 16 to 17c.; 1-lb. blocks, 17 to 18c., according to make.

CHEESE—Trade is fairly good, but prices are lower at 9½ to 9¾c. for new cheese. The demand is nearly altogether for new cheese. Old cheese is nominally unchanged at 11 to 11½c. per lb.

COUNTRY PRODUCE.

BEANS—There is no change in the situation, the demand still being dull. We quote mixed at 40 to 50c. and hand-picked at 65 to 75c.

DRIED APPLES — are still attracting no attention whatsoever, and prices are nominally 1 to 2½c.

EVAPORATED APPLES — The improvement noted last week has been maintained, although it is thought to have reached its limit for the time being. Prices being paid at outside points are 3⅛ to 3¼c. f.o.b. Wholesale quotations are : Quarters, 3 to 3½c.; ordinary sliced, 4 to 5c.

EGGS— Receipts are liberal and prices lower at 9c.

HONEY—Quiet. We quote : Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light ; strained, 6 to 7c. per lb.

MAPLE PRODUCTS—The market is still dull for maple syrup. The ruling prices for good syrup are : 5-gallon tins, 55 to 60c. per gallon ; 1-gallon tins, 60 to 65c. per gallon ; sugar, 6½ to 7½c. per lb.

POTATOES—Are dull at 20c. on track and 25 to 30c. out of store.

FISH.

Large quantities of fish are coming forward, but the demand is unsatisfactory. Prices are easier. We quote : Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 5½ to 6c.; trout, 5½ to 6c.; perch, 3c. per lb., fresh herring, 3½c, per lb.; haddies, 7½c. per lb. ; Labrador herring, $3 to $4 per bbl. and $2.25 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb. ; ciscoes, $1.25 per 100 ; fresh water herring (heads off), $2.50 per keg.

PROVISIONS.

The demand continues active, particularly for smoked meats and long clear bacon.

DRY SALTED MEATS—Long clear bacon, 7 to 7¼c. for carload lots, and 7½c. per lb. for ton lots and cases ; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 7½ to 8c. ; hams, large, 10½ to 11c.; medium and small, 11½ to 12c.; shoulder hams, 7½c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½ to 6¾c.; tubs, 6½ to 7c.; pails, 6¾ to 7¼c.

BARREL PORK—Canadian heavy mess, $12.50 to $13 ; Canadian short-cut, $13.75 to $14.

SALT.

Trade is fair and prices unchanged. We quote at Toronto : In carload lots, $1 per bbl. and 60c. per sack ; in less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote : F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Receipts of grain are larger. We quote : Wheat, 78 to 79c. for white and 77 to 78c. for red, and 63 to 64c. for goose ; oats, 25 to 26½c.; peas, 45 to 46c.

FLOUR—Business quiet and prices easier. We quote in carloads on track, Toronto : Manitoba patents, $4.60 ; Manitoba strong bakers', $4.20 ; Ontario patents, $4.20 to $4.40 ; straight roller, $3.85 to $3.90, Toronto freights.

BREAKFAST FOODS—Trade has fallen off during the week, but prices are firm at quotations in sympathy with the oat market. We quote : Standard oatmeal and rolled oats, $3 in bags and $3.10 in bbls.; rolled wheat, $2.60 to $2.70 in, 100-lb. bbls.; cornmeal, $2.25 to $2.35; split peas, $3 to $3.25; pot barley, $3 to $3.25.

PETROLEUM.

Business is much about the same as a week ago. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Steady, with sales of cured at 8c. Dealers pay 7½c. for No. 1, 6½c. for No. 2 and 5½c. for No. 3.

CALFSKINS—Market is dull at 7 to 8c. for No. 1, and 5 to 6c for No. 2. Sheep skins, $1.25 to $1.50. Lambskins, 25c.

WOOL—The market is quiet and prices unchanged. Combing fleece nominal at 21 to 22c.; unwashed at 12 to 12½c., and rejections 17c. There is little or no pulled wool on the market, and prices are nominal.

MARKET NOTES.

"B" rice is getting scarce.

Butter and eggs are lower.

Sugar is lower in both New York and London.

The first samples of new season's Japan tea reached the Toronto market on Monday.

The wholesale houses are experiencing some difficulty in keeping their stocks of tobacco assorted on account of the factories having closed down and refusing to accept orders.

Mail advices from New Orleans indicate that the recent large purchasing of molasses from the plantations, which has been referred to in our previous reports, reached nearly 15,000 barrels, while largely for the United Kingdom markets.—N.Y. Journal of Commerce.

QUEBEC MARKETS.

MONTREAL, May 20, 1897.

GROCERIES.

IT cannot be said that the regular demand for staple groceries is brisk. There is, of course, a certain movement in the leading staples, but its volume is not so great as is usually the case at this season of the year, and buyers generally stick to the idea of buying very carefully. Values gen-

WE ARE *PAYING CASH* **FOR** **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. Toronto

"KOLONA" Ceylon Tea

Every Package Guaranteed

Raisins

Fine Malaga Loose Muscatels, boxes 22 lbs.

Coffee

Our "Crushed" Java and Mocha Coffee (xtr) is the best value for the money in the market. Tins 25 and 50 lbs., **20c. per lb., ground 20½c. per lb.**

Cocoa

Bensdorp's Royal Dutch Cocoa is the finest Cocoa in the world. Put up in ¼, ½ and 1-lb. tins. Send for a sample package. . . . . .

Rio Coffee

200 Bags Green Rio Coffee to arrive in a few days. Special prices.

Sugars

Special quotations for carloads, delivered at any station.

Prunes

Special drive in California Prunes, 50-60's, in 25-lb. boxes. . . .

In lead packets only, never sold in bulk

Retails 30, 40, 50, 60 and 80 cts. per lb. ½-lb. and 1-lb. packets

The EBY, BLAIN CO., Ltd.

Wholesale Importing and Manufacturing Grocers

Toronto

erally are steady, sugar at the refineries being held steady. Molasses is somewhat easier at the islands, but spot values are unchanged. Teas are active in a large way on account of extensive buying operations by United States operators in this market, but otherwise is quiet, as traders here are not doing much, being inclined to hold off. Coffees, spices, rice, etc., are all much as they were a week ago.

SUGAR.

In a jobbing way there has been a fairly good movement of sugar from wholesale grocers' hands, but the refiners are selling little or nothing. Values generally are steady at 4¼ to 4⅜c. for granulated, and yellows 3½ to 4c. At the refineries prices are unchanged also; 250 bbl. lots, 4⅛c. and smaller quantities of granulated, 4 3-16 to 4¼c., while yellows range from 3⅜ to 3½c.

SYRUPS.

There has been no change in the syrup market, business ruling dull at 1⅜ to 1⅞c. per pound as to quality.

MOLASSES.

The first direct cargoes of new molasses have arrived here this week, but the fact has had no influence whatever on local prices. Buyers generally are pretty well supplied with goods, and for this reason the jobbing price for this province is unchanged at 25c. in 15-puncheon lots and over and 26c. in any less quantity. Advices from the islands lately report continued weakness, goods having been offered as low as 6c. first cost, but this week 6½c. is asked. This fact, however, has had no influence on the situation here.

RICE.

There has been no further change in rice this week, business being quiet, despite the fact that supplies generally are light. We quote: B grade, or any other quality equal or inferior as follows: Bags, 250 lbs., 1 to 4 bags or equal to $3.50; 5 to 9 bags, $3.45; 10 bags or over, $3.40. Half-bags, 100 lbs., 1 to 4 bags, $3.55; 5 to 9 bags, $3.50; 10 bags and over, $3.45. Quarter-bags, 50 lbs, 1 to 4 bags, $3.60; 5 to 9 bags, $3.55; 10 bags or over, $3.50. Pockets, 12½ to 25 lbs.; 1 to 4 bags, $3.65; 5 to 9 bags, $3.60; 10 bags and over, $3.55.

SPICES.

Business in spices rules quiet and prices generally are steady, as last quoted: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEES.

The coffee market has been quiet and the easy feeling noted last week is continued. In fact, values have been shaded somewhat in the case of some large lots of Maracaibo. We quote: Maracaibo, 15 to 25c.; Santos, 12½ to 18c.; Rio, 12 to 16c.; Mocha, 24 to 26c., and Java, 24 to 27c.

TEAS.

The activity noted last week in teas continues, and, as noted elsewhere, there have been further large purchases of Japans, blacks, and Ceylons on American account in this market, which has practically cleaned up all the stock there is here. Advices from Japan also state that owing to the free purchases on American account the May teas are held extremely high. So much is this the case that large houses here who have orders in Japan for May growths have declined to have them executed at the advance, preferring to hold back, though some express doubts whether they will gain anything by so doing. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

There is a moderate jobbing call for canned fish and vegetables. We quote: Tomatoes, 75 to 80c.; corn, 50 to 80c.; peas, 80c.; peaches, $1.50 to $1.80 for 2's; raspberries, $1.40 to $1.90; strawberries, $1.70 to $1.90, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2.30; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.05 to $1.15; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.30; lobsters, $8.50 to $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

DRIED FRUIT.

There is little change in Valencia raisins here, business ruling extremely light. Stocks here are very small and prices are held

MARSHALL'S
Saratoga Potato
CHIPS.
Grocers sell them.
Manufactured by . .
JOHN E. MARSHALL
118 Commercial St.,
Boston.
D. H. RENNOLDSON,
Agent in Montreal.

Canned Goods...

1,000 cases Corn at 50c. doz.
500 " Peas (Early June) 65c. doz.

Handsome labels. New pack. Guaranteed equal to the best packs in Canada.

D.S.F. Mustard (Lion Brand) ¼'s at 75c. a doz.

Equal to the best English.

T. B. Escott & Co., London, Ont.

Wholesale Grocers.

WANTED Consignments of
BUTTER. EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

COTTAMS SEED.

The only packet bird food in this country that has made for itself an enviable reputation. **The only one that others oare to imitate.** The only one that is put up under six patents, by an experienced fancier, and that can be relied upon to keep birds in health and song. It is the only bird food that will satisfy your customers.

DAWSON & CO.
FRUIT, PRODUCE AND COMMISSION MERCHANTS,
32 WEST MARKET STREET
TORONTO.

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL .. **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

PURE
LARD
.. OF THE ..
Best Quality.
Special Prices This Week Get Our Figures.
IN 5 TUB AND 15 PAIL LOTS.
F. W. FEARMAN - HAMILTON

pretty steady, while advices from abroad are firm on the fruit. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

There has been some jobbing business in California fruit during the week; in fact it has been the only kind moving, as the large supplies of green fruit of all kinds kill the demand for anything else. Values on California stock are unchanged, the range being from 6c. for 2-crown up to 8c., according to grade.

The currant market is steady, with little movement of any kind to report. We quote: Provincials, 4 to 4¾c.

Prunes are quiet and unchanged, California being the only kind moving, prices for them ranging from 6½ to 9c. Austrian and French stock continue largely nominal, the remaining stock of them being very light.

Figs and dates are as last quoted, 8 to 12c. for the former and 5 to 6c. for the latter.

California evaporated fruits are quiet and steady. We quote: Peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 10 to 14c., and prunes 8 to 12c., according to brand and quality.

NUTS.

There is little doing in nuts, and prices generally are steady. Advices from abroad are firm in their tone on leading lines. We quote: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, $3.50 to $3.75 per 100.

GREEN FRUIT.

The sales of oranges and lemons have naturally attracted the chief attention in this market this week, to the exclusion of everything else. Still, a fair jobbing trade has been going on in all other lines. We quote: Messina lemons, $2 per box; Valencia oranges, $5 per box and $6 per case; blood do, $2.50 per half-box and $4 to $5 per box; Messina oranges, $2 per half-box and $3 to $4 per box; bananas, 75c. to $1.75 per bunch, and pineapples, 6 to 15c.

APPLES.

The apple market is firm under steadily diminishing supplies at $2 to $3 per bbl., as to quality.

DRIED APPLES.

These furnish no improvement, dried offering at 3 to 3¼c., and evaporated at 3¾ to 4¼c. per lb.

COUNTRY PRODUCE.

EGGS—The tone of the egg market con-

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet. Rich, Red.
$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO Amherstburg, Ont.

KEEP ONLY THE BEST
For your customers.
It pays in the long run.
BROCK'S BIRD SEED

Is admittedly the cleanest and best on the market.
ALL WHOLESALERS . .
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

LONG CLEAR **BACON**
Roll Bacon, B. Bacon,
Hams, Pure Leaf Lard
WRITE FOR PRICES
The **WM. RYAN CO.** Ltd.
Pork Packers, TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

PICNIC HAMS
Are the best value in the market today, and "MAPLE LEAF" Brand is the best in quality, cut and cure.
Write for prices.
D. GUNN, BROS. & CO.
Pork Packers
76-80 Front Street East, TORONTO

FRESH ARRIVALS
FANCY { CALIFORNIA WASHINGTON NAVELS
" BUDDED SEEDLINGS
SEVILLE (Bitter) ORANGES for MARMALADE
Fine Quality VALENCIAS 420's and 714's
Extra FANCY LEMONS
All above are of fine quality and free from frost.
HUGH WALKER & SON
GUELPH, ONT.

tinues steady under a good demand, and trade is active at 9 to 9¼c. per dozen.

MAPLE PRODUCT — Business in maple product was quiet, and values rule steady. Syrup sold at 4½ to 4¾c. per lb. in wood ; 45c. per small tin, and 50 to 55c. for large ones. Sugar brought 6 to 6½c. per lb.

BEANS—The demand for beans is slow, and the market rules dull at 55 to 60c. in car lots, and at 65 to 70c. in a small way.

HOPS—The market continues quiet at 11½ to 11½c. for choice Canadian.

HONEY — Rules slow at 8 to 10c. for white clover comb, and 6 to 7½c. for extracted.

POTATOES—Unchanged ; car lots selling at 35 to 40c., and smaller quantities 45c. per bag.

ASHES—Dull and unchanged.

TALLOW—Quiet at 1½ to 3c., as to quality.

PROVISIONS.

There was no change in the situation of the local provision market. The demand is limited and trade of a jobbing character. We quote : Canadian pork, $12.50 to $13.50 per bbl.; pure Canadian lard, in pails, 6¼ to 6¾c., and compound refined at 4¾ to 5¼c. per lb.; hams, 10 to 12½c., and bacon, 10½ to 11½c. per lb.

FLOUR AND MEAL.

There have been several export enquiries for flour during the week from London and other British markets and 2,000 sacks or so were put through Monday on this account. The local demand has been fairly active also. We quote as follows : Winter wheat patents at $4.25 to $4.40 ; straight rollers, $3.90 to $4, and in bags, $1.90 to $2. Manitoba strong bakers', choice, $4.25 ; outside brands, $3.90 to $4.10, and spring wheat patents, $4.40 to $4.60.

The oatmeal market is unchanged at $2.80 per bbl. and $1.37½ per bag for rolled oats.

The feed market has declined to a lower level since last report, and prices are 50c. per ton lower than they were, Manitoba bran offering at $10 and shorts at $11 per ton, including the bags, while Ontario is obtainable at the same range in bulk.

BALED HAY.

Receipts of baled hay continue light, and prices are firmly held at $10.50 for No. 1 and $9 for No. 2, car lots on track.

CHEESE AND BUTTER.

The cheese market has exhibited a steadily declining tendency during the past week, and at this writing demand is slow and prices easy at 9 to 9½c., according to quality here, which is a drop of ½ to 1c. during ten days. The fact of the matter was that prices on the fodder goods were rather high for export business and they had to come down. Full grass cheese are now coming in, and a very large make is in progress throughout the country.

Butter continues to show an improved feeling, and this week it is doubtful if very finest creamery is obtainable at 16c., for we hear of sales at 16½c., and this figure has been bid in several other instances. The diversion to cheese of a large quantity of milk has exerted a beneficial effect on butter.

MONTREAL NOTES.

Molasses at the islands declined to 6c. first cost at one time during the week, but have since gone back to 6½c.

United States buyers have practically cleaned the market here of Japan, black and Ceylon teas, paying full figures for them.

Montreal houses have not done very much in May growths of Japan teas this year owing to the extremely high values asked for them.

The first direct cargo of Barbadoes molasses has arrived in port here. It is of the well-known "Peerless" brand and owned by Hudon, Hebert & Cie. Another cargo has also arrived for another importer.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., May 20, 1897.

BUSINESS continues good. Our wholesale dealers are not pleased at the reduction in the export freight rate on flour, grain, etc. It allows cars to be delivered at water points in Nova Scotia less than at St. John. The difference between export and local rate to St. John on a barrel of flour is from 17 to 23c., which would allow it to be landed at a water point in Nova Scotia, say Bridgetown, 9c. per barrel less than at St. John. As millers will sell all dealers who buy a car as low as St. John wholesale men, it cuts our merchants entirely out of the Nova Scotia trade, which has been a large factor in their business. There is little change in prices. Some of our dealers are trying to sell tea in the American market. The weather so far in May has been very backward, being wet nearly all the time.

OIL—The chief demand is in lubricating oils, and competition is such that prices are figured fine. Values show no change. We quote : Best American burning oil, 18½ to 19c.; Canadian, 17¼ to 18c.; prime, 14½ to 16c.

SALT—The last cargo arriving was almost all put in store, there being but little outside demand. Stocks here are large, and a cargo is about due, so the market is well supplied, and trade is rather dull. Prices rule easy. In Canadian salt, which the butter and cheese makers use largely, and also which is the chief table salt, there is rather an improved demand. We quote : Coarse, 43 to 45c.; Liverpool factory-filled, 90c. to $1; Canadian fine, 90c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each ; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz

CANNED GOODS — The demand keeps good, and canners report a good enquiry. There must soon, however, be a dropping off in many lines. Canned apples at present show better sale. They have been dull. Some very nice California apricots are offered low here. Oysters show rather higher prices. New American pineapple is now being received. Salmon rule easy, but lobsters are high and scarce. Vegetables show a wide range, particularly peas. There are, however, no low-priced tomatoes. We quote as follows : Corn, 60 to 70c.; peas, 75 to 80c.; tomatoes, 80 to 90c. ; gallon apples, $1.85 to $2.00, corned beef, Canadian, $2.25 to $2.35 ; American, 2-lb tins, $2.40 to $2.50 ; 1-lb tins, $1.30 to $1.50 ; oysters, 2's, $2 to $2.20 ; 1's, $1.40 to $1.50 ; peaches, 3's, Canadian, $2.75 to $3 ; 2's, $1.75 to $1.85 ; American, 3's, $2 to $2.25 ; pineapple, $2.25 to $3 ; salmon, $1.25 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.15 to $1.25 ; clams, $5 for 4 doz ; chowder, $2.60 to $2.75 for 2 doz. ; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—Business keeps active and new lines of green fruit are coming in daily. Demand for oranges is hardly as active. Bananas, coming in so freely, are now having a large sale. Pineapples have been coming in in larger quantities. Lemons are higher for best grades and in good supply with the demand improving. Strawberries arriving are of good quality, and prices tending easier. There is a good sale. Rhubarb is now as low as it will be for some little time. We quote : Messina lemons, $3 to $3.55; oranges, Valencia, $4.50 to $6 ; blood oranges, $2.50 to $3; bananas, $1.25 to $2.25 ; apples, $1 to $3 per bbl.; lettuce, 60c. per doz. ; pines, 12 to 15c. ; berries, 15 to 18c.; rhubarb, 3 to 3¼c.; cucumbers, $1 per doz.

DRIED FRUIT—The movement in these goods is limited. Onions have quite a free sale. Bermudas are still high, very few having arrived this season. Egyptians are lower. While chiefly sold in bags quite a quantity are crated here. The low price of California prunes has caused some demand, but in this line the season has been a very dull one. Currants are scarce, and it now looks as if there would be a further advance. The sale is largely confined to cleaned. Of late quite a few of American cleaned have

Mess Pork
Long Clear Bacon
Hams Pure Lard

PARK, BLACKWELL & CO., Ltd.

Pork and Beef Packers,

TORONTO

Conscience.

Where could we possibly derive the least little bit of benefit, if we attempted to use inferior material in making our Brooms?

Some good customer of yours would find it out even if you didn't. And then—a decrease in your orders to us of course. You don't propose to hurt your permanent trade. Neither do we—ours. Call it "business" if you like—or "conscience." One defines the other any way you look at it.

Brushes
Brooms
Woodenware

Chas. Boeckh & Sons, Mfrs.,
Toronto, Ont.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a ***good thing?*** Write

Ewing, Herron & Co.

Coffee and Spices

Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

The Best Pickles

Are not too good to build your trade upon. . . .

LYTLE'S MAKE THEM.

CUCUMBERS
ONIONS
MIXED
CAULIFLOWER
CHOW-CHOW

Bottle or Bulk.

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

VALENCIAS

SELECTED
FINE OFF-STALK
OFF-STALK

Special quotations for round lots.

WARREN BROS. & CO.

TORONTO.

DO YOU WANT

COCOANUT?

Packages or Bulk

If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

BUY

Ivory Bar Soap

THE BEST MADE

WORCESTERSHIRE SAUCE

PINTS AND HALF-PINTS

"PATERSON'S"

PERKINS, INCE & CO.

TORONTO.

The Coffee
with a
PAST
PRESENT
FUTURE

Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

EAST INDIA PICKLES

The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards & Co.

Agents

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

come into the market. While evaporated apples are higher in outside markets, and best stock is hard to get, local prices are still low. Quite a quantity of cocoanuts arrived by last West India steamer. We quote as follows: Valencias, 5¼ to 6c.; California L. M. 3-crown, 7¼ to 7¾c.; London layers, $1.75 to $2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3 to 3½c.; evaporated apples, 4½ to 5c.; onions, 3 to 3¼c. per lb.; Bermuda onions, $2.50 per crate; cocoanuts, $3.25 to $3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8¼ to 9c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Prices show no change. The feeling is easy, stock being ample and but fair demand. Dealers will be in the market first for yellows. The demand is largely for the better grades. The fact that German sugar is in bags makes it very unpopular here, and it would need to be offered well below Canadian prices to find buyers. We quote: Granulated, 4 to 4¼c.; yellows, 3¾ to 3¾c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—Sale is quite active. The steamer this month had quite a quantity of Barbadoes. This is offered low. But that by next steamer will cost a cent less at the island, which will make the price the lowest it has touched for years. In Porto Rico there is quite a range of prices, full figures being obtained for the best. Some new St. Croix here could be bought quite low. There is little or no demand for syrup, and New Orleans molasses is also quiet. We quote: Barbadoes, 24 to 27c.; Porto Rico, 26 to 30c.; New Orleans, bbls., 25½ to 27c.; Antigua, 24 to 26c.; syrup, 36 to 38c.; St. Croix, 23 to 25c.

DAIRY PRODUCE—Butter has been scarce; sale has been slow, which has affected the supply. Prices keep low. There is, however, a good, steady demand for best grades. Eggs are very low for this time of year. They are being sold at retail at the wholesale price. In cheese the market holds firm, with but few here. The demand is for small cheese. Local cheese will be on the market in about three weeks. It is thought the number manufactured in the Maritime Provinces will be large. We quote: Dairy butter, 15 to 18c.; creamery, 20 to 21c.; prints, 20 to 22c.; eggs, 9 to 10c.; cheese, 11½ to 12c.

FISH—While there is some trade in dried fish, pickled fish are very dull. Smoked herring fail to show any improvement. Prices keep low. The chief business is in fresh fish. Gaspereaux are still running quite freely, though the catch has not been a large one. Shad are now being caught freely. They are largely sold fresh at this season, the later caught fish being best to pickle. A few salmon are being taken, but it is yet early for any large business. Halibut are rather lower. Those coming into this market at present are largely from Nova Scotia. Lobsters are scarce, and those coming here are small. We quote: Large cod, $3.25 to $3.30; medium, $2.75 to $2.80; pollock, $1.15 to $1.25; bay herring, $1.25 to $1.30 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box; Barrington, $3 per bbl.; Shelburne, $3.55 per bbl.; lobsters, 4 to 12c. each, small; gaspereaux, 50 to 60c. per 100; halibut, 7 to 8½c. per lb.; fresh shad, 12 to 15c. each; salmon, 20 to 25c. per lb.

PROVISIONS—In beef there is a good steady sale at even prices, but pork is in light demand, and holders are offering below figures at which they could replace. Pure lard shows a range in price, but tends rather higher. Stocks are large and no change is looked for. We quote: Clear pork, $14 to $14.50; mess, $12.25 to $13; plate beef, $12.25 to $13; hams, 11½ to 12½c.; rolls, 8 to 8½c.; pure lard, 7 to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL — Flour keeps easy, particularly Manitoba, the price of which is now little higher than Ontario. The St. John demand will be affected by the low freight rates quoted to Nova Scotia water points via St. John, which in many cases are lower than to St. John. This will lead outside buyers to buy more freely from millers' agents for direct shipment, cutting off that much of the St. John trade. Oatmeal and

"CANESDA"

AGENTS WANTED.

There is already a big demand for "Canesda" in Toronto and Hamilton.

The analysis proves it to be the best Mineral Water on the market. It is the cheapest and best table water to be had, and it is a **NATURAL MINERAL WATER.**

NOTE ANALYSIS.

The following is the Analysis of
"CANESDA"
Made by **Professor Thomas Heys,**
of Toronto School of Medicine.

ANALYSIS
(Per Wine Gallon)
Ask your Physician to note the Analysis.

Sulphate of Potassa,	0.767
" " Soda,	0.126
Bicarbonate of Iron,	0 669
" " Soda,	1.925
Alumina and Silica,	1.449
Chloride of Potassium,	1.225
Bicarbonate of Lime,	16.507
" " Magnesia,	9 812
" " Potassium,	0.171
Organic Matter,	0.125

There is a large margin for the retailer.

Write us at once.

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51 Colborne St., TORONTO, ONT.

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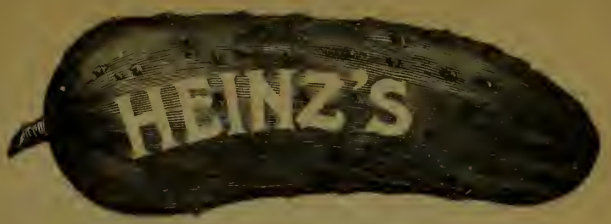


Pickles.

ANOTHER REASON why Heinz's Baked Beans with Tomato Sauce is popular :—

It makes the process of getting up a good dinner easy and simple. . . . .

Other Popular Specialties

SWEET PICKLES **TOMATO CHUTNEY**
INDIA RELISH **TOMATO KETCHUP**
ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

oats are firm, but no large sales are reported. Middlings and bran keep high with light inquiry. Beans are rather higher, but there is no change in local quotations. Seeds have large sale. Prices are firmly held. Timothy seed here is largely American. We quote : Manitoba flour, $4.85 to $5 ; best Ontario, $4.55 to $4.60 ; medium, $4.30 to $4.40 ; oatmeal, $3.25 to $3.30 ; cornmeal, $1.80 to $1.85; middlings, car lots, in bulk, $15 to $16 ; bran, do, do, $14.50 to $15 ; hand-picked beans, 85 to 90c. prime, 70 to 80c.; oats, 32 to 33c.; hay, $11.50 to $12.50; barley, $3 ; round peas, $1.15; split peas, $3.10 to $3.25 ; yellow eye beans, $1.50 ; timothy seed, Canadian, $1.90 to $2.30 ; do. do., American, $1.75 to $2 ; clover, 8¾ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

Last week five schooners cleared in one day from Boston for Nova Scotia ports, carrying flour, oatmeal, cornmeal, etc., coming almost altogether from Ontario.

St. John Board of Trade report fifteen new members elected at their last meeting. Our board has done valuable work for the city, and should receive the support of all its business men.

Exports to Great Britain via St. John for the winter of 1896-97 included 230,508 sacks flour, 41,987 of bran, 21,495 of oatmeal, 14,500 barrels apples, 48,700 packages butter and cheese, 12,500 head of live stock, 1,436,000 bushels grain. The total tonnage was 77,435.

The new canning company at Woodstock, N.B., is distributing seed for corn, peas, beans, etc ; also information regarding cultivation and the price they will be prepared to pay for the vegetables.

Smith & Tilton had a letter from J. & J. Colman, London, whom they represent here, referring to some information they had obtained through THE CANADIAN GROCER. Advertisers should note this.

Among the cargo of the West India steamer arriving this past week were 500 bags cocoanuts, 600 packages Barbadoes molasses, 50 packages tamarinds, 25 packages St. Kitts molasses, 60 of St. Croix molasses and 50 crates Bermuda onions.

WILL DEAL IN MANITOBA GRAIN.

A new grain company has been formed by a number of provincial grain dealers, to carry on business in Manitoba, and for which a charter will be applied for at once. The capital stock of the company will be $250,000, of which $150,000 has been subscribed and paid up. The applicants for a charter are : W. J. Lindsay, W. L. Parrish, Brandon ; W. A. Walker, Winnipeg ; A. J. Adamson, Morden ; J. A. Thompson, Carnduff ; R. J. Chalmers, Manitou ; and other well-known grain dealers are stockholders. The company intends to enter the field early in the summer, and will control about forty elevators at leading centres throughout the province and territories. The intention is to purchase grain at from seventy-five to one hundred points. The head office will be at Winnipeg, and representatives will be established in Ontario and New York city, who will attend to the export business of the company.

SOAP FROM CORN.

A soap manufacturing concern at Des Moines, Ia., is, according to an exchange, experimenting in the manufacture of soap from corn. It is said the first lot of cakes turned out proved a success. The cakes resemble those of castile soap, except that the color is not quite as dark. The soap makes up compactly, but is light and will float.

PERSONAL MENTION.

Mr. A. A. Parks, of Williamsford, was in Toronto last week.

Mr. L. McDonald has just opened out a nice grocery store at St. Antoine and Aqueduct streets, Montreal. He has a well assorted stock of groceries and liquors, and everything is very neatly arranged. Mr. McDonald has the best wishes of THE GROCER.

CALIFORNIA FRUITS UNSETTLED.

THE California dried fruit market is in an unsettled condition and the outlook is somewhat uncertain. The stock of last year's crop here and in California is much smaller than usual at this time of the year, according to current report, but at the same time the consuming demand is at present, as it has been for some time past, lighter than usual, with the result that those who have anything to sell have been inclined to force business in order to dispose of their holdings rather than put them into cold storage.

One reason for the anxiety to get rid of spot goods is found in the reports from California that the output from this year's crop would be much in excess of previous seasons. Many new orchards will come into bearing this year, and will, it is believed, make up for any shortage of the older trees and vines. There has been a good deal of talk of damage to the fruit crop of California by drouth and dry winds. According to some private letters received from the Coast recently more than half of the prunes are already on the grounds, and other fruit crops are said to have suffered proportionately ; but it is generally admitted that California, in spite of all adverse conditions, may yet turn out one of the largest crops of fruits since 1891. The stock of prunes left from the 1896 crop in California, according to last advices, is reduced to less than 30 cars ; some informants stating that there are not more than 25 cars left there. In the spot market, supplies are reported to be equally small, with a very light percentage of the larger sizes, for which there is the most demand. The intermediate grades, which make up most of the supply at present, do not seem to be wanted and prices on these are rather easy.

Mail advices from the Coast to day state that the stock of apricots is virtually exhausted, but that there is little or no demand. Of peaches there are said to be only about five cars left on the Coast, but in the absence of important demand prices do not improve. Raisins are about the dullest article on this list. Loose raisins command little attention at present, as the bulk of the stock offered does not seem to suit the buyers. The best goods were hurried forward and sold quite freely a few months ago, but for some time past few sellers, it is said, have had any really first-class stock to offer, either on the spot or for shipment. As much of the stock offered is of goods that do not fully come up to grade, the market is nominal. A good consuming demand is looked for during the next three months, when consumption is usually at its best, except during the winter holiday season.—N. Y. Journal of Commerce.

A VISIT TO LUNENBURG.

THE CANADIAN GROCER visited Lunenburg, N.S., on the 30th ult., proceeding there by steamer from Halifax. Lunenburg possesses a very fine harbor, which is easy of access and large enough to float a navy. The view of the town from the entrance of the harbor is a very fine one.

The business of the port can be imagined when it is known that a fleet of 230 sailing vessels and 2,300 men are employed in the cod fisheries.

The fish are exported, being shipped in sailing vessels to all parts of the world, the bulk going to Boston and the West Indies. Some are shipped to Boston and New York in bond for export to the islands of Hayti and Cuba.

Zwicker & Co. are large exporters—in fact, they are the principal shippers, their fleet consisting of thirty-eight sailing vessels. THE GROCER was shown a handsome new three-master (the Narka), recently launched, which they employ in the carrying trade to the West Indies. She carries 21 men. Her accommodation is superior, equal to a first-class hotel. The new vessels of this class are all being built for speed. The Narka made the run to the West Indies in nine days and the return trip in the same time. This, of course, was under favorable circumstances. The outbound cargo is fish and the return cargo sugar and molasses.

READ THIS

Dear Sir, St. Marys. Aug. 3rd 1892.

The following may be of use to you: "A customer of mine, who keeps a butcher shop in this town, bought a 10 cent package of your Fly Pads from me and in ten days killed over a BUSHEL MEASURE OF FLIES" Yours truly,

F. G. SANDERSON.

FLY PADS are always round, and every PAD is printed as above. Take no imitations. every Druggist should have the genuine

WILSON'S FLY PADS.

"FLY PADS"

IS THE TRADE NAME FOR

Wilson's Fly Poison Pads.

Archdale Wilson & Co., Hamilton, are sole makers of **Fly Pads.** All others are illegal imitations, the selling of which makes dealers liable to fine or imprisonment at the discretion of the court.

Wilson's Fly Pads are sold by all wholesale druggists and patent medicine houses, and afford the retailer 100 per cent. profit.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

The Best Grocers make a point of Keeping it always in Stock.

JUBILEE BAKING POWDER

25 OUNCES
25 CENTS

Absolutely Pure and Wholesome

SOMETHING NEW !

—And it is going with a rush. Orders are coming in just about as fast as we can fill them, and the trade find they have a good thing in . . .

Jubilee Baking Powder

It is guaranteed perfectly pure, and sells at a popular price.

25 Ounces - 25 Cents

2 DOZEN IN CASE. SEND FOR TRIAL ORDER.

THE TORONTO COFFEE & SPICE CO. LTD.

H. H. SUYDAM. PRES. J. D. ROBERTS. VICE. PRES. J. A. WATSON. SEC.

MICHIGAN WHOLESALE GROCERS.

THE annual meeting of the Michigan Wholesale Grocers' Association was held at the Morton House, Grand Rapids, Mich., Tuesday, May 11th, 1897. Several important changes were made in the bylaws. The Executive and Sugar Committees were done away with, and the Board of Directors will in future have charge of all matters affecting the work of the association. Committees on membership, arbitration, transportation and legislation were elected. More severe penalties were adopted for punishing members and their salesmen for any violation of the rules of practice, or cutting or rebating on any goods which are sold on the equality or contract plan.

Great interest was manifested by the members present ; and several excellent letters were received from prominent officials of other associations. The following officials were elected for the ensuing year :

President, Amos S. Musselman, Grand Rapids.
1st Vice-president, W. H. Brace, Detroit.
2nd Vice-president, J. W. Symons, Saginaw.
Treasurer, Gilbert W. Lee, Detroit.
Secretary, H. P. Sanger, Detroit.

Directors—Wm. Judson, Grand Rapids ; Sumner M. Wells, Grand Rapids ; W. C. Phipps, Saginaw ; James Edgar, Detroit ; George Hume, Muskegon.

Arbitration Committee—S. M. Lemon, Grand Rapids ; J. L. Douglass, Jackson ; J. S. Smart, Saginaw ; John Robson, Lansing ; W. J. Gould, Detroit.

Legislative Committee—Amos S. Musselman, Grand Rapids ; W. J. Gould, Detroit ; W C. Phipps, Saginaw ; S. M. Lemon, Grand Rapids ; John Walsh, West Bay City.

Membership Committee—O. A. Ball, Grand Rapids ; Herbert Montague, Traverse City ; Ira Z. Mason, Adrian.

Transportation Committee—C. Elliott, Detroit ; W. E. Worden, Grand Rapids ; John R. Price, Benton Harbor ; W. I. Brotherton, Bay City ; F. J. Dixon, Port Huron.

CASSAVA.

The cultivation of cassava for a food-stuff in times of dearth, to be used by the peasantry of St. Elizabeth (Jamaica), has recently been occupying the attention of the Agricultural Society of Jamaica.

The preliminary investigations of the committee appointed by the society, as reported in The Jamaica Daily Gleaner shows that at present no accurate statistics exist as to : (1) the cost of cultivation : (2) the yield per acre of cassava ; (3) the quantity of starch from a given weight of tubers. The committee, however, consider the subject of sufficient importance to warrant further investigation, and the institution of careful experiments in the growth of cassava, under different conditions as to soil and climate, and in the manufacture of its products by the best methods.

Cassava is cultivated at a nominal cost, and is said to be one of the most productive plants in the world, an acre of cassava yielding more nutritive material than six acres of wheat. The cultivation entails but little labor, and may be undertaken by women and children ; for, except in the early stages of growth, the plant is almost independent of moisture and scarcely requires attention. Even under the present crude conditions a cassava patch yields an abundant harvest, and, if the plant were systematically grown by the settlers in those portions of the island subject to drought, it would greatly ameliorate their condition during periods of dearth.

The cultivation of cassava appears to have been long neglected in the island of Jamaica, and it is satisfactory to know that such a valuable economic product is likely to be more utilised in the future than in the past.

WHOLESALE GROCERS DISSOLVE.

The partnership hitherto existing between J. H. Northrup and S. E. Hoyt under the style of Northrup & Co., wholesale groceries and fish, St. John, N. B., has been dissolved. The business will be continued by J. H. Northrup under the old style at 23 and 24 South Wharf.

The stone work for Simister's cheese warehouse on Victoria street, Ingersoll, next to Wm. Hayes', is about completed. It is to be a two-storey building, 66 by 33 feet.

TRADE CHAT.

A WAREHOUSE belonging to E. A. Baker & Co., at Moose Jaw, was burned the other night. The fire is thought to have been caused by mice gnawing matches. Loss about $1,000. Some anxiety was caused by the proximity of a building containing coal oil and powder.

Aylmer has placed a fee of $50 on cigarette sellers.

The cheese factory at Marburg, Ont., began operations last week.

Mr. Geo. J. Thorp, of Guelph, is shipping five loads of oats to the Old Country.

A larger area than usual will be cropped with flax in Southern Manitoba this spring.

A Custom house and port of entry is to be established at Seine City, in the Rainy River district.

The prospects for a superior hay crop are exceptionally good, according to The Guelph Herald.

In future transient traders will have to pay a fee of $150 before they can open up a store in Galt.

The bylaw establishing a public market in Meaford has received its third reading. The bylaw comes into force June 1.

The store of John McKee, grocer, Burlington and James streets, Hamilton, was entered by thieves the other night. They stole six brooms.

Mayor Colquhoun, of Hamilton, has received official notice that the Underwriters' Association have decided to return to the old insurance rates in that city.

Nearly 15,000 lbs. of milk were brought into Murray's cheese factory, con. 10, East Nissouri, one day last week, from which seventeen cheeses were made, averaging 78 to 79 lbs. each.

The Dresden, Ont., Board of Trade held its annual meeting on Friday night, when Mr. Aikin was re-elected president, M. A. McKim vice-president, and John McVean secretary-treasurer.

The creditors of F. G. Hearne, grocer, Hamilton, have appointed Messrs. J. F. Monck and J. G. Farmer inspectors, and the estate will be wound up. The liabilities are about $2,800 and the nominal assets $600.

R. W. Sharp, the well-known north end grocer, Hamilton, has disposed of his stock, after being in business on Richmond street for a number of years. It is stated that Mr. Sharp is contemplating engaging in evangelistic work.

The Blenheim correspondent of The Chatham Banner writes: "As a sample of the great export business done in the way of farm produce from this point we simply mention the fact that E. G. Thompson, one of our prosperous young merchants, has shipped as high as 1,500 dozen eggs, one week's receipts, and averages 800 dozen weekly. We doubt if this can be beaten in any of the city's establishments."

Clerk—We haven't anything but this inferior quality of coffee left.

Groceryman—Well, we'll have to make the best of it.

So the clerk took down the sign "30c. per pound," and put up "60c. a pound" in place of it.

Lewis Wigle purchased 3,000 lbs. of tobacco from Tape Bros., Ridgetown, last week, and shipped to Quebec. This makes sixteen carloads of the odorous weed that have been shipped from this station. Mr. Wigle is of the opinion that four times as much will be grown this year as in 1896, and the price will likely be a little better.—Leamington Post.

The Ingersoll correspondent of The Hamilton Herald writes: One thing our town has to be specially proud of is the fact that there is scarcely a vacant store here. The one at present vacant on Thames street, lately occupied by A. D. McRossie, is to be occupied in a short time by one of our merchants, Mr. John Lenihan, who has found his business so increasing that another store is necessary.

George Grange, tea merchant, Waterloo street, London, was almost suffocated by gas the other evening. He lighted the gas, which heats the water in the bath-room, and remained there so long that his relatives became alarmed, rapped at the door, and there was no response. The door was then forced open and Mr. Grange was found unconscious. A physician was summoned, and after some time he succeeded in restoring him to consciousness. The apparatus in the bathroom was out of order.

FRUIT SALE IN TORONTO.

The first auction sale of fruit this season at the mart on the Yonge street wharf, Toronto, took place on Monday last. It was under the auspices of McWilliam & Everist and Clemes Bros. There was a good attendance of buyers, the bidding was brisk and fairly good prices were, on the whole, obtained. Of lemons and oranges, all told, there were about 3,000 packages disposed of. The lemons sold at from $1.60 to $3.20 per box and the oranges at from $1.45 to $3.45.

The annual outing of the Retail Grocers' Association of Toronto will probably be on July 21. Its nature and place are yet to be decided.

TEA IN THE UNITED KINGDOM.

As evidencing the marvellous growth of the tea trade during Her Majesty's long record reign, The London Grocer notes that the total quantity of tea of all sorts retained for home use in the United Kingdom, which in 1837 was only 36,315,000 pounds, last year attained the enormous dimensions of 227,785,500 pounds, and the probability is that the entire amount may be exceeded in 1897. Everybody can see at a glance that to feed a consumption like this requires a proportionately expansive supply, which is furnished mainly by the tea crops of India and Ceylon, and on these great producing countries the British distributors mostly rely; so that, in the event of any big failure in the production—a contingency which we regard as quite remote—a serious, if not alarming, upheaval of prices would speedily follow.

SUGAR IN VARIOUS COUNTRIES.

In England the price of granulated sugar is 3 cents; in the United States, 5 cents; in Germany, 6 cents, and in France 10 cents per pound. "These distinctions are due to the various fiscal arrangements of the different countries, and account, in great measure, for the differences in their per capita consumption of the article," remarks Grocery World.

DEPARTMENT STORE DESTROYED.

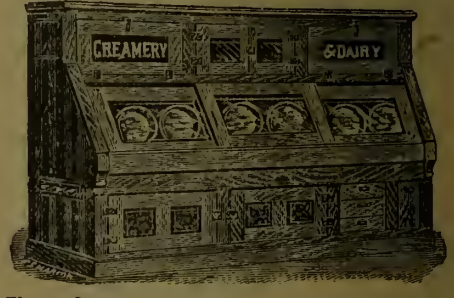
The departmental store of the John Eaton Co., Ltd., Yonge and Temperance streets, Toronto, was destroyed by fire on Thursday morning. Not even the walls are left standing. The loss is probably about $250,000.

The St. Lawrence Sugar Refinery, Montreal, has been closed temporarily.

ARTICLES FOR SALE.

FOR SALE, UNDER PRICE, A NO. 79 CHEQUE Printing National Cash Register; in use but a very short time; will be sold on account of the former owner going out of business at $75 less than the amount paid for it; guaranteed in perfect condition. Blanchard & Co., Windsor, N.S. (t.f.)

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL.

HALIFAX TRADE GOSSIP.

THE Board of Trade delegation to Ottawa, re the sugar tariff, have returned. They are hopeful a change will be made. As was stated in this correspondence last week, the Finance Minister was not acting from a lack of knowledge of the situation. Indeed, Mr. Mitchell, one of the delegates, says that Mr. Fielding has a better knowledge of the sugar business than he has. As Mr. Mitchell has been in the business nearly all his life, his estimate of Mr. Fielding's knowledge means something. From all that can be gathered, the trouble was caused by the Montreal refiners wanting one thing and the Halifax refiners another. The Halifax refiners asked that the duty be on the polariscope. The Montreal refiners objected to this, because it would interfere with the importation of beet root sugar. Thus the Finance Minister decided to leave matters stand as they were, as far as raws were concerned. Now the Montreal and Halifax men have met, and have decided upon a compromise. This compromise has been submitted to the Government, and the result is being awaited with patience. In the meantime one of the Halifax refineries has closed down — not as a direct result of the tariff, however, but as an indirect result. Previous to the introduction of the new tariff our merchants, anticipating a rise, stocked up very freely. Indeed, the demand taxed the capacity of the refineries for a while. Consequently there is enough sugar in merchants' hands to last for several months. The refinery people therefore decided to curtail the output by shutting down one of the refineries. Mr. Cutter, the secretary, told THE GROCER that it was impossible to say how long the refinery would be idle. They decided it would be better to carry raws than refined, as the depreciation would be less. Resumption of work depends upon the demand, and the demand depends upon the amount of refined brought in. Mr. Cutter has also been at Ottawa and Montreal and feels confident that the Government will make a change.

The largest cargo of flour received here for some time came on the steamer Tiber, from Montreal, on Monday. She brought 3,500 barrels.

Lawrence A. Wilson, acting for a Montreal syndicate, has practically completed the purchase of the plant of the McDougall Distillery Co. here. They will ask for tax exemption for a number of years.

Eggs have taken a big slump. Retailers are offering three dozen for 27c.; case lots are selling at 8c.

Live cattle are in good demand. Receipts are large, principally from Ontario, P. E. Island and the Cornwallis Valley. Quotations are $8 to $10, according to quality.

Mutton is worth 8c., and is scarce.

Spring lambs readily bring $4 and $5 each.

Hogs are scarce at 6c.

Old creamery butter is selling at 20c. in prints and 19c. in tubs. New creamery is worth 21c. Eastern Townships dairy is offering at 17 and 18c. Native dairy is worth 15c.

Prices for molasses are fairly good and the demand is well maintained. Three or four cargoes have arrived during the past few days. Fancy Demerara is quoted at 37c.; extra choice do., 30 to 34c.; choice do., 28c.; Porto Rico, 27 to 29c.; St. Croix, 25c.; Antigua, 24c.; St. Kitts, 22c.

The flour market continues fairly steady, though the demand is not up to dealers' expectations. Quotations are: Hungarian patent, Manitoban, $5.15 to $5.25; Manitoba, strong bakers', $4.90 to $5; Canadian pastry, $4.80 to $5; 75 p.c. roller patents, $4.50 to $4.60; 80 do., $4.40 to $4.50; 90 do., $4.30 to $4.35; straight, $3.95 to $4.25; extra, $3.90 to $4.05.

Prices in fish stuffs rule low, as will be seen from the following quotations: Dry cod from vessel, tol quol, shore, prime, $2.50 to $3.50; small bank cod, $2.50 to $2.75; large bank cod, $3 to $3.25; bay cod, $2.25 to $2.50; Labrador cod, $2.50; haddock, Cape Breton, $1.75; haddock, Western, $1.75; hake, $1.75; pollock, $1.50; Bay of Islands split herring, No. 1, $1.50; Labrador, No. 1, none; alewives, No. 1, $2.50; mackerel, No. 1, $15.50; No. 2, $13.50; No. 3, fat, $7; No. 3, large, $4.50; salmon, No. 1, $17; No. 2, $15; No. 1, small, $13; No. 3, large, $11; No. 3, small, $9.

The refinery is meeting with little or no demand for sugars. They have not changed quotations. Jobbers have made a reduction of an eighth of a cent in granulated, selling at 4¼ to 4¾c. and yellows at 3½, 3⅝ and 3¾c.

In canned goods there is an advance of 5c. in vegetables. The demand is good for both fruits and vegetables.

Currants are quoted at 5c., being an advance of ½c. Dried apples are selling at 3c., and evaporated at 4¾c. Dates are worth 5 to 6c. Off-stalk Valencia raisins are selling at 6 to 6½c.

P. E. Island mess pork is stiffer in price, being quoted at $13, with small stocks.

Large shipments of oats are being made from P. E. Island to the English markets. The Island quotation is 24c.

The potato market is very uncertain. Stocks are selling at 35 to 40c., but the demand is light.

ENGLISH MUDDLE OVER ADULTERATION.

In England the public authorities have no power to seek and confiscate adulterated goods at the ports of entry, but must wait until they are exposed for sale; also some magistrates condemn the use of preservatives in food as adulterants, while others hold them, up to a certain point, to be admissible. The contention on the subject is largely one between city and country, the farming interest desiring to place obstacles in the way of imported substitutes for their own fresh products, which the cities, on the other hand, consider essential for the supply of the wants of their population.

Blueberries

We will close out this lot of
250 cases 2-lb. Blueberries

"EAGLE BRAND" of A. & R. Loggie, of Loggieville

The Best Quality. The Lowest Price. Do not miss this chance

L. CHAPUT, FILS & CIE., MONTREAL

PRAISE FOR CANADA.

THE British Trade Journal of May 1 has the following regarding the preferential clause of the new Canadian tariff:

"Canada has signalized the year of the Diamond Jubilee by a tariff arrangement which promises to open up a new era in the history of Imperial politics. * * * No one who has at heart the development of the colonial trade of this country, and who regards it as a means of binding together the Queen's dominions, can fail to welcome the scheme of the Canadian Government. In the home country especially, it has been received with great enthusiasm, and in many of our colonies an echo of the Canadian feeling is to be found. Canada has adopted the suggestion made in this journal more than once. In discussing the question of preferential treatment for British goods in British colonies we have pointed out that the only way in which the colonies can test the validity of the treaties between this country and Belgium and Germany is by the adoption of a tariff favoring British productions and discriminating against goods of foreign origin. This would bring the question to a head, and we have no doubt that if the whole of the colonies were to follow the example of the Canadian Parliament, the obstructive treaties with our competitors on the Continent would soon be swept away. Canada raises the question in a somewhat modified form. It does not refuse to extend the preferential treatment to Germany or to Belgium, but it gives those countries the opportunity of sharing the benefit extended to Great Britain if they will put Canadian produce on more favorable terms.

"If they are not disposed to do this, they reject an offer the refusal of which may have momentous consequences. The Canadian scheme was certainly forced on by the new American tariff, and it is aimed especially at the importations of German and United States manufactures. Neither Germany nor the United States extend any favor to Canadian produce, and Canada naturally asks why it should admit their manufactures on terms as favorable as those extended to the Mother Country. This is a most reasonable position to take, and if the treaties with Belgium and Germany are to frustrate so loyal an attitude, those treaties will have to be modified. The probability is that Germany and Belgium will submit to the inevitable, and put up with the discrimination against their productions without stirring up the general question.

"We cannot conceive it possible that either Lord Salisbury or Mr. Chamberlain should rebuff Canada by vetoing a tariff proposal which is based upon Canadian affection for Great Britain, and which follows most reasonably the lines of the French, the Spanish and other Continental tariffs. The feeling in this country against throwing open the colonies and India indiscriminately to our competitors is a growing one. Some British manufacturers even propose that an extra duty of 10 or 15 per cent. should be levied on all foreign imports, leaving British goods to come in under the present tariffs. The rapid growth of foreign trade in countries acquired, developed, and, maintained by British blood and treasure strengthens this feeling from day to day, and our statesmen will be wise if they give heed to it in time."

CHAMPAGNE PRODUCTION.

The total quantity of champagne forwarded from the champagne districts of France for the twelve months ending March 31 amounted to 28,359,913 bottles, against 24,032,685 bottles in 1896, and is by far the largest quantity on record. Stocks in casks and bottles equal 1,250,735 hectolitres, or about 156,341,875 bottles, showing a slight decrease as compared with 1896, 1895 and 1894.

Rains this week have increased the splendid crop prospects. So favorable has been the seeding season that an unusually large area is under crop.

"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried, always used. Largest quantity. Finest quality. Retails at 25 cents.

"NOBBY" BROWN COMBINATION

Package contains a 4-oz. bottle of Nobby Brown Dressing and a full-size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and waterproof polish. Retails at 25 cents.

"JEWEL" BROWN COMBINATION

Package contains a 2-oz bottle of Brown Dressing and a small decorated tin box of Brown Polishing Paste. The dressing cleans and renews the surface of the leather and the paste adds a brilliant, durable and waterproof polish. Retails at 10 cents.

BOSTON LIQUID WATERPROOF BLACKING

For men's and boys' shoes, produces a brilliant jet black polish without brushing, thus saving time, labor and money. Retails at 25c.

PATENT LEATHER POLISHING PASTE

For giving patent leather shoes a quick, BRILLIANT and WATERPROOF lustre without INJURY to the leather.

For sale by—

All Wholesale Grocers.

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

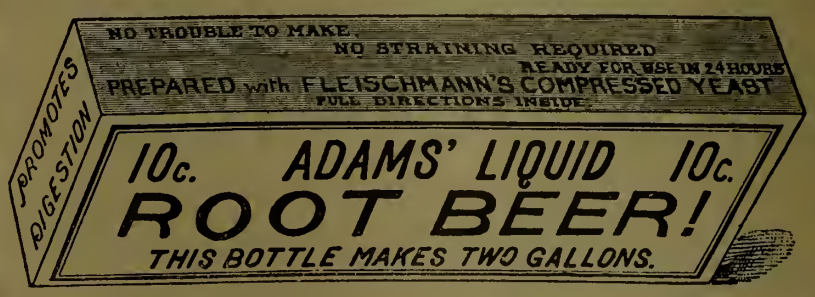
GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

ADAMS' GINGER BEER IS DELICIOUS.



ORDER NOW

YOUR CUSTOMERS ASK FOR ADAMS'. 10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.

Dominion Agents. 38 Front St. E., Toronto, Ont.

CHASE & SANBORN'S LATEST NOVELTY.

CHASE & SANBORN, the big coffee dealers, continue to take a great interest in their customers. They are not content with placing their coffee on the shelves of all the best merchants in Canada. They go further: they assist them in disposing of it by schemes which draw consumers to their stores. Having got a customer in, it is the fault of the salesmen if she leaves without purchasing.

Their Brownie Book was a great hit. It brought people in hundreds to the stores which gave them away. Many new customers were thus secured. The "snap shots" and "grocers' aprons" were also good things in their way. Their latest promises to be the best hit yet. It is a little book giving thirty-six tricks and puzzles, and explaining how they are done. They are specially suited for after dinner. Above is a reproduction of the front cover. It is printed in several colors. The inside is most artistically and attractively gotten up in three printings. For both appearance and contents copies are likely to be largely sought after. There is no advertising connected with the booklet's contents, but the back cover shows a reproduction of a can of coffee.

Any reader of THE GROCER wishing a supply for distribution may have them by asking his wholesale house or by applying direct to Chase & Sanborn, Montreal.

Whether this particular brand of coffee is handled or not, the distribution of these "trick books" will awaken an interest in the store where they are given away. They are certain to arouse the curiosity of the younger people, and, through them, their parents. Children will take their copy of the booklet to school, and they will thus interest the whole neighborhood in the tricks, just as people went crazy over the Fifteen puzzle a few years ago. The following are a few of the puzzles :—

WITH ELEVEN MATCHES.

Required, so to place them as to make nine of them.

WITH NINE MATCHES.

Required, so to place them as to make three dozen of them.

WITH NINE MATCHES.

Required, so to place them as to make three and a half dozen of them.

WITH THREE TOOTHPICKS.

Required, so to lay them on the table as to make four of them.

WITH THREE TOOTHPICKS.

Required, as to lay them on the table as to make six of them.

WITH THREE WINE GLASSES AND THREE MATCHES.

Required, with the three matches, to form a bridge between the three wine glasses strong enough to support a fourth wine glass.

N.B.—Each match must rest on one glass only, and touch such glass only at a single point.

The booklet gives the illustrated answers to these and each of the thirty-six other puzzles and tricks.

WE ASK YOU

for the first order. You'll ask us for the second.

PEOPLE WHO GIVE

Appleton's Teas

a fair trial, form a strong attachment for them and want them always. Thus their trade steadily increases. If you are not handling these teas drop us a card and we will send samples and quotations. We want one good representative in every town in Canada. Are you open for business?

Canadian Agents { **Thompson & Thompson, Front St. East, Toronto**
Frank Magor & Co., St. John St., Montreal

GILLARD & CO., London, Eng.

Manufacturers Of

Gillard's New Pickle

Packed 2 dozen in case.
Single case lots, $3.40.
5 case lots, $3.30.

Gillard's New Sauce

A most delicious relish, prepared only from the finest Eastern and English vegetables and spices.

Single dozen lots, $1.90. Barrel lots of 12 dozen, $1.75.

The highest-class goods of their kind, without the shadow of a doubt.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

OUT-DISTANCING ALL COMPETITORS

are the Teas of

India and Ceylon

Their purity, aroma, cleanliness, flavor, and drawing qualities are unrivalled.

The world now knows that

India and Ceylon Teas

are the BEST.

Grocers

Use Ceylon and India teas and increase your tea trade.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

DAVID WALTERS, grocer, Quebec, has made a voluntary assignment to Paradis & Jobin.

Mrs. T. Barry, grocer, Trenton, is offering to compromise.

John White, general merchant, Drayton, has been granted an extension.

Carl Potter, general merchant, Rockingham, has assigned to G. Delahaye.

Frank Anthony, groceries and fruits, Peterboro, has assigned to H. Rush.

R. Bunyan & Co., general merchants, North Bay, are offering to compromise.

Elizabeth J. Brown, general merchant, Chesley, has assigned to C. J. Mickle.

L. Lambert, general merchant, St. Ferdinand, Que., are offering to compromise.

The business of Strong & Co., general merchants, Lachute, Que., is to be wound up.

L. H. Timmons & Bro., general merchants, Mattawa, have obtained an extension.

Timmons Bros. & Co., general merchants, Baie des Peres, Que., have obtained an extension.

C. H. Shaffner, general merchant, Spring Hill, N.S., is offering to compromise at 40c. on the dollar.

McLeod & Jardine, general merchants, Mount Stewart, P.E.I., have assigned to J. J. McQuaid.

A. W. Mullin, general merchant, Hudson Heights, Que., has compromised at 50c. on the dollar cash.

PARTNERSHIPS FORMED AND DISSOLVED.

Begoie & Labrecque, grocers, Quebec, have formed a new co-partnership.

Telford & Co., general merchants, Leduc, Man., have dissolved; B. E. Douglas continues.

E. Hunter & Co., grocers, Winnipeg; J. C. Kyle admitted partner under the style of Hunter, Kyle & Co.

Farnham & Lind, general merchants, Heart's Content, Newfoundland, have dissolved; F. R. Farnham continues.

Robt. Herron and Henry Hurst have formed a partnership under the style of Robert Herron & Co. to carry on in Montreal the coffee and spice business.

SALES MADE AND PENDING.

Est. B. Taylor, grocer, Montreal, is offering business for sale.

The stock of F. J. McCaughey, grocer, Blyth, has been sold.

The stock of Mrs. Adolphe Methot has been sold at 54½c. on the dollar.

The stock of E. G. Caron, general merchant, Asbestos, Que., has been sold.

The stock of A. L. Houle, general merchant, St. Antoine Abbe, has been sold at 68½c. on the dollar.

TO THE TRADE

Try a case of CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

THE ARCTIC REFRIGERATOR

All sizes; sweetest, driest, coldest, with least amount of ice. Send for catalogue. . . : .

John Hillock & Co. 165 Queen St. E. Toronto

J. P. J. Prefontaine, general merchant, South Durham, sold out.

The business of the estate of B. Taylor, Montreal, is offered for sale.

The stock of C. Grant, grocer, etc., Dutton, is to be sold by the assignee.

The business of the late T. W. Tate, general merchant, Embro, is advertised for sale.

The book debts of Moore & Robertson, general merchants, North Sydney, N.S., have been sold to Joseph Treen. So have the book debts of H. E. Moore.

CHANGES.

Geo. Carruthers, grocer, Kingston, has sold out.

Neil Stewart is opening a grocery store in Halifax.

Geo. Hazlett has started a grocery store in Kingston.

J. A. Holden is opening a fruit store at Glenboro, Man.

H. N. Gillis, grocer, Ridgetown, is removing to Dutton.

M. P. Franck, grocer, Victoria, has sold out to J. M. Hughes.

Bruce Burland is opening a general store in Chambly Canton.

G. F. Lafrican has opened a grocery store in Montreal.

Horton Bros., general merchants, Silverton, B.C., have opened out.

A general store is being opened in Fort Saskatchewan by Shera & Co.

James Matheson, general merchant, Renfrew: stock sold to Howard Totten.

Norman McDonald has opened out in Westmount, Que., as a dealer in teas.

Villeneuve & Co., wholesale groceries and liquors, Montreal, have been succeeded by Watt & Gordon.

P. H. Proulx is starting a general store in Asbestos, Que. Mr. Proulx was formerly in business at L'Avenir.

The estate of R. S. McCormack, grocer, Bridgetown, N.S., has been succeeded by B. M. Williams & Co.

Edmonton & Kootenay Pork Packing Co., Edmonton, is being organized to succeed the Edmonton Pork Packing Co.

J. B. Savage has started business in Montreal as a grocer.

Hector Normandin has opened a grocery store in Montreal.

Reid & Watts is the name of a new grocery firm in Gananoque.

J. F. Kennedy, grocer, Kaslo, B.C., has sold out to Thompson Bros.

James Browne & Co., wholesale grocers, Kingston, have retired from business.

Mathew McFarlane, general merchant, Ridgetown, has sold out to Thos. Steele.

Mason & St. Germain, biscuit manufacterers, Montreal, are opening branch in Quebec.

W. H. McKenzie, general merchant, Vanleek Hill, has been succeeded by McNab & Co.

The W. E. Gillespie Co. of Penetanguishene, Ltd., Hillsdale, have been succeeded by D. A. Lahey & Co.

S. P. Bellay, groceries and shoes, Fraserville, Que., is about retiring from business. M. Bernier has opened a grocery store in the same place.

Geo. Kerr has commenced business in Madoc as dealer in liquors. D. W. Rollins has opened out in the same place as dealer in flour, feed and groceries.

FIRES.

The elevator of J. B. Stringer & Co., produce, Chatham, has been burned.

The stock of Kearney Bros., wholesale teas, Montreal, has been damaged by smoke and water.

The store of E. A. Baker & Co., general merchants, Moose Jaw, Man., has been damaged by fire.

Thos. O'Leary and Wm. Thompson, general merchants, of Thurso, Que., have both had their premises damaged by fire.

DEATHS.

O. Brassard, general merchant, Jonqueres, Que., is dead.

Timothy Reddin, of Reddin Bros., lobster packers, Chester, N.S., is dead.

W. E. Johnson, of W. F. Johnson & Son, general merchants, Nashwaaksis, N.B., is dead.

W. C. King, of W. C. & G. G. King, general store and saw mill, Chipman, N.B., is dead.

SITUATION VACANT.

TRAVELER WANTED TO HANDLE GOOD SIDE line. Box A, GROCER. (22)

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

The QUEEN CITY OIL CO., Ltd.
SAMUEL ROGERS, President. TORONTO, ONT.
Importers of the very finest PRATT'S ASTRAL and

WATER WHITE AMERICAN OIL

CAR LOADS OR LESS. — WRITE FOR PRICES.
Best Canadian Lamp Oil Made in Canada.

HELLO ! ! ! YES,
Certainly we sell
"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...
Canadian Cocoanut Co.
(J. Albert McLean, Prop.)
MONTREAL

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

Ask for Prices
WHEN YOU WANT
SALT
FOR ANY PURPOSE
Glad to Send Samples
VERRET, STEWART & CO., Montreal - Quebec.

AN AUTOMATIC SELLING MACHINE . . .
To sell
Adams' Tutti Frutti
For full particulars, apply . .
Globe Automatic Selling Co.
13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST
Table Salt
PAYS WELL!
There's nothing you sell will pay better!
Why not increase your trade by selling
WINDSOR TABLE SALT
It will give your customers more satisfaction than any other brand. It will not cake, and costs no more than inferior salt.
FOR SALE BY ALL WHOLESALE HOUSES
WINDSOR SALT CO. Ltd.. Windsor, Ont.

BROOMS

People will soon begin to think of house-cleaning. See that your stock of brooms is complete. You need not hesitate to recommend our

Rose, Pansy and Thistle

as the best on the market. Freight paid on lots of 6 doz.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

1897 NEW SEASON'S GOODS

We have just received

Southwell's ORANGE MARMALADE

Better than the Best

In 1-lb. Glass
7-lb. Jars
and
7-lb. Tins

F. MAGOR & CO. 16 St. John Street **Montreal**

CURRENT MARKET QUOTATIONS

Toronto, May 2C, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz. in case.....	1 25
1 cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

Diamond— W. H. GILLARD & CO.

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1	25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

Silver Cream, ¼ lb. tins, 4 to 6 doz. cases ..... per doz. $0	75
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb. tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00
	per doz
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycorine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING.

No. 1 Bronze Tins, per gross.....$	2 60
No. 2 Bronze Tins, per gross .... $	3 40
" 3 " "	5 60
" 4 " "	10 00
" 1 Enamelled Tins "	2 50
" 2 " "	3 75
" 3 " "	1 00
" 4 " "	4 50

THE ALPHA CHEMICAL CO.

Shoe Dressing - in ¼ gross cases. Per Gross

French Oil in 3-doz. cases.....$	22 00
Reliable Shoe Dressing	9 00
Ecliplic Combination tan	12 00
Moody's Ox Blood....	12 00
" Chocolate....	12 00
Alpha Chemical Co. French Castor Oil...	9 00
Alpha Chemical Co. Refined Sweet Oil...	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Shoe Blacking— in ¼ gross cases.

Reliable French Blacking, No. 5	9 00
" " " No. 4	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1½	4 25
Patent Leather Polish No. 1½	9 00
Waterproof Dubbin No. 4	9 00
Alpha Metal Polish No 2.....	9 00

Patent Stove Polish—

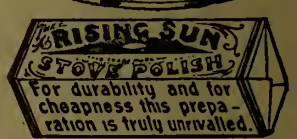
Sunlight Lead Bar	4 25
Packed in ½ gross cases	
Sunlight Liquid, ¼ gross cases...	10 80
Moody's Black Lead	4 25
½ gross cases	
Reliable Stove Pipe Varnish	15 00
¼ gross cases 6-oz. bottles	
Quickshine Pipe Varnish.....	12 00
¼ gross cases, pressed top tins.	

Stove Polish— per gross

Quickshine Polish	00
Reliable Paste..	6 00
Electric Crown Paste	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz , or ¼ gro. 4 oz.	
Dixon's Carburct of Iron Stove Polish, 70c doz .....Per gr.	7 2,5



STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5

Starch . .

LAUNDRY STARCH

CULINARY STARCH

RICE STARCH

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
per doz	
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bottles	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread	0 07
Warbler, with Song Restorer	0 05¾
Belgian, with Bird Improver	0 05½
International, with Bird Treat	0 05¼
German X, with Cuttlefish Bone	0 04¾
German, with Cuttlefish Bone	0 04¼
London Bird Seed, bulk 25 lb. cases	0 04½
Bird Gravel, 10c. pkts., 24 in case	0 06
Bird Gravel, 5c. pkts., 18 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05

CORN BROOMS

CHAS. BOECKH & SONS.

	per doz. net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

BLUE.

KEEN'S OXFORD.

	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 40	1 70
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select.	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 72½	0 75
Lobster, talls	2 30	2 52
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 50
" " Horseshoe	....	1 50
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " " ¼'s	0 10½	0 11
" " " " " ½'s	0 18½	0 19
Sardines, other brands 9¾	11 0 16	0 17
" P. & O., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼'s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10 1 15
Kippered Herring, 1-lb.	1 60 1 90
Herrings in Tomato Sauce	1 70 1 90
Herrings in Shrimp Sauce	2 00 ....
Herrings in Anchovy Sauce	2 00 ....
Herrings a la Sardine	2 40 ....
Preserved Bloaters	1 85 1 90
Real Findon Haddock	1 85 1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20 $1 35
" " " 2 "	2 30 2 50
Comp Corn Beef 4-lb. can	....
" " " "	7 75 8 25
" " " 14 "	15 00 16 00
Minced Callops 2 "	.... 2 60
" " 2 "	2 60 2 65
Lunch Tongue 1 "	3 40 3 50
" " 2 "	.... 6 00
English Brawn 2 "	2 75 2 80
Camb Sausage 1 "	.... 2 50
" " 2 "	.... 4 00
Soups, assorted 1 "	.... 1 50
" " 2 "	.... 2 25
Soups and Boull. 2 "	.... 1 80
" 6 "	.... 4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40 1 50
" 2 lb.	2 60 2 75
" 4 lb.	5 50 5 80
" 6 lb.	8 50 8 80
" 14 lb.	17 50 18 00
Roast Beef, 1 lb.	1 40 1 50
" 2 lh.	2 60 2 75
Luncheon Beef, 1 lb.	1 60 1 70
" 2 lb.	2 75 2 85
Brawn 1 lb.	1 30 1 40
" 2 lb.	2 35 2 50
" 6 lb.	6 60 6 80
" 14 lb.	14 50 15 00
Ox Tongue, 1½ lb.	7 00 7 20
" " 2 lb.	8 50 8 80
" " 2½ lb.	10 75 11 00
Lunch Tongue, 1 lb.	3 35 3 50
" " 2 lb.	6 50 6 80
Chipped Beef, ½ lb.	1 60 1 70
" " 1 lb.	2 65 2 80
Pigs' Feet, 1 lb.	1 65 1 75
" " 2 lb.	2 45 2 60
Potted Meats, Tongue or Ham ¼ lb.	.70 75
Potted Meats, Tongue or Ham ½ lb.	1 20 1 25
Potted Deviled Ham or Tongue, ¼ lb.	70 75
Potted Deviled Ham or Tongue, ½ lb.	1 20 1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00 3 15
" " 1 pt.	2 00 2 10
Gelatine of Boar's Head, 2 lb.	3 00 3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00 3 10
Plover Roast	5 00 ....
Sliced Gold Band Bacon	3 00 ....

Codfish.

	per doz
Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO.

	per box
Tutti Frutti, 36 5c. bars	$1 20
" "(in cream pitcher) 36 5c bars	1 20
" "(in sugar bowl) 36 5c bars	1 25
" "(in glass jar) 115 5c pkgs	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs.	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

RECKITT'S Blue and Black Lead ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

WILLIAM EVANS

Field, Garden AND Flower Seeds

AGRICULTURAL IMPLEMENTS

Superphosphate and other Fertilizers

Warehouses { Nos. 89, 91 and 93 McGill Street
Nos. 104, 106 and 108 Foundling St.
No. 42 Norman Street

MONTREAL

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish. Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET Montreal

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Belleville, Ont.
Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

Silver Dust

Washing Powder

Sells freely at this season of the year. Housekeepers want it for all kinds of cleaning. Have you got it in stock?

Better order a case and try it.

Silver Dust Manufacturing Co
Hamilton

COWAN'S

Hygienic and Perfection Cocoas and Cocoa Essence

Queen's Dessert
Royal Navy and Perfection Chocolates

Chocolate
Pink
White
Lemon Color Icings
A child can ice a cake in three minutes.

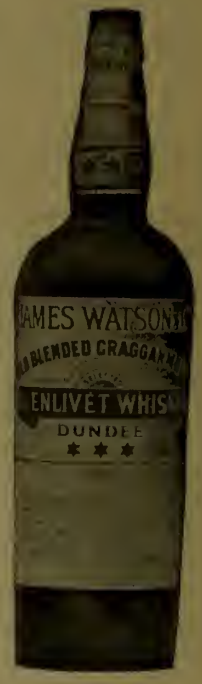
Cowan's Famous Blend Coffee is perfection in strength and flavor

THE COWAN CO. LTD. - TORONTO

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & CO HALIFAX, N.S. ESTABLISHED 1844 IS The BEST.

ASK FOR

MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.
Agents for the Dominion
10 Lemoine St.
MONTREAL

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essenco, 3 oz. packages	$1 65
	per lb
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, ackages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb	$ 0 34	$ 0 36
Triple Vanilla—		
White " "	0 73	0 83
Unsweetened—		
Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles—		
½ lb. bo es "	0 19	0 20

FRY'S.
(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 6 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 6 lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	....
" 1 lbs. "	....
Homeopathic, ¼'s, 14lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate.	0 21 0 43
Mott's Sweet Chocolate Liquors.	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ¼ " " "	0 28
" ½ " " "	0 29
" ⅛ " 5 or 10 "	0 30

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	0 45

DAMP STORES ARE

the rule at this time of the year and your Biscuits get stale and flat in consequence, unless they are in tins; therefore, it is necessary to handle our *Cream Sodas,* which are put up *Only* in 3-lb. Tins. You will build up and keep your trade with T. B. & C. Co.'s goods.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb...	....	....
Improved Shredded, " ...	....	....
Beaver " " ...	....	....
Macaroon " " ..	....	....
Desiccated " " ..	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 13 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 18 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

Mecca	....	0 34
Damascus	....	0 30
Cairo	....	0 25

TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Laguaya "	....	0 26
Mocha and Java	0 32	0 34
Old Government Java....0 30	0 32	0 35
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 25
Crushed East India	....	0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

Crown Brand (Robert Greig & Co.)—

1	oz. Bottle, per doz.	0 90
2	" " "	1 50
2½	" " "	2 00
4	" " "	3 00
8	" Bottle "	6 00
4	" Glass Stop'r "	3 50
8	" " "	7 00

Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles.....gross	12 00
Ketchup, Screw Top "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

BOVRIL.

	per doz.
Bovril—1 oz. bottles	$2 00
2 oz. "	3 75
4 oz. "	6 50
8 oz. "	11 25
16 oz. "	18 25
Small bottles, (to make one cup)	1 00
Invalid Bovril—2 oz. jars	3 85
4 oz. jars	6 55

BI-CARB SODA.

Standard, per keg of 112 lbs	2 40	2 50

FRUITS.

FOREIGN.		per lb.
Currants—Provincials, bbls ..	0 04⅞	0 05
" ½ bbls ..	....	0 05
" Filiatras, bbls	0 05	0 05½
" " ½ bbls ..	0 05	0 05⅛
" Patras, bbls	0 05¾	0 06
" " ½ bbls	0 05¾	0 06
" " cases	0 05¾	0 06
" Vostizzas, cases	0 07	0 08
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 05¼	0 06
Figs—Eleme, 10 oz	0 07½	0 09
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 14
" taps	0 03	0 04
" natural, boxes	0 05	0 06
" ditto, bags	....	0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs.,3 & 4 cr.	0 07¼	0 08¼

	per box.	
Malaga		
" London Layers	1 60	1 80
" Dehesa Clusters	3 50	4 00
" Imp. Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb	0 02	0 03½
" evaporated	0 03	0 05

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	....	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
" Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX'S

1 Quart size, per doz	....	1 15
2 Quart size, "	....	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	....	2 15
20, 30 and 40 dy	....	2 20
10, 12 and 16 dy	....	2 25
8 and 9 dy	....	2 30
6 and 7 dy	....	2 35
4 to 5 dy	....	2 60
3 dy A P	....	2 85

HORSE NAILS—
Canadian, dis. 50 per cent.

HORSE SHOES—
From Toronto, per keg | .... | 3 35

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. o. dis.
Round-head iron, 75, 10 and 10 p. o. dis.
Flat-head brass, 77½, 10 and 10 p. o. dis.
Round-head brass, 72½, 10 and 10 p.o. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under) | .... | 1 35

ROPE—Manilla | 0 06⅞ | 0 08¼
Sisal | 0 05¼ | 0 06⅞

AXES—Per box | 5 25 | 9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—

Heavy T and strap	0 03¾	0 04¾
Screw, hook and strap	2 40	3 50

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons	....	5 15
No. 1	....	4 77½
No. 2	....	4 35
No. 3	....	4 02

TURPENTINE—
Selected packages, per gal. | .... | 0 44
2c, extra outside points.

LINSEED OIL—

Raw, per gal	0 43	....
Boiled, "	0 46	....

2c. extra outside points.

GLUE—Common per lb | 0 07¾ | 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.
Frank Magor & Co., Agents.

range Marmalade	....	1 50
Clear Jelly Marmalade	....	1 80
Strawberry W. F. Jam	....	2 00
Raspberry " "	....	2 00
Apricot " "	....	1 75
Black Currant "	....	1 85
Other Jams " "	1 55	1 90
Red Currant Jelly	....	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. oans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8 00
Banagher	9 50	10 00
" in wood, per gal.	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur, 14 years old	15 50	16 50
In wood—Fine old Scotch	....	4 40
Special old Scotch	....	5

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45

Round Tins—

F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.
Pony size,..	$ 7 50	Beer Mug.. 16 20
Small Med.	7 50	Tumbler .. 11 50
Medium....	10 80	Cream Jug 21 00
Large.....	12 00	Sugar Bowl 22 00
Spoon.....	18 00	Caddy..... 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03⅝	0 03⅞
Patna	0 04¾	0 05¼
Japan	.....	0 05
Imperial Seeta	.....	0 05½
Extra Burmah	0 04¼	0 04⅜
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03¼	0 05
Tapioca	0 03½	0 05½

ROOT AND GINGER BEER.

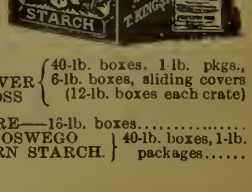
Adams' 10c. size, per doz	$ 80
" " " " gross	9 00
" 25 " " doz	1 60
" " " " gross	18 00

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06½
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co 's Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No.1 white,1-lb.cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINGSFORD'S OSWEGO STARCH.



SILVER GLOSS	40-lb. boxes. 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08 0 08½
PURE OSWEGO CORN STARCH.	16-lb. boxes 40-lb. boxes, 1-lb. packages	0 07 0 07½

There are reasons for it.

FOR WHAT ?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS ?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

Our sales for the month of March considerably more than doubled the sales of the corresponding month of last year.

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO STARCH } 38-lb. to 45-lb. boxes, 6 bundles 0 06

STARCH IN BARRELS } Silver Gloss..... 0 07½ Pure 0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—
Canada Laundry, boxes of 40 lbs.. 0 04½
Finest Quality White Laundry—
3 lb. cartoons, cases 36 lbs.... 0 05¼
Bbls., 175 lbs..... 0 04¾
Kegs, 100 lbs..... 0 04¾

Lily White Gloss—
Kegs, extra large crystals, 100 lbs. 0 06¼
1 lb. fancy cartoons, cases 36 lbs. 0 07
6 lb. draw-lid bx. 8 in crate, 48 lb. 0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs 0 07

Brantford Gloss—
1 lb. fancy boxes, cases 36 lbs. 0 07½
Brantford Cold Water Rice Starch—
1 lb. fancy boxes, cases 28 lbs.... 0 09

Canadian Electric Starch—
40 packages in case..... 3 00
Culinary Starch—Challenge Prep. Corn—
1 lb. pkgs., boxes 40 lbs..... 0 05½
No. 1 Pure Prepared Corn—
1 lb. pkgs., boxes 40 lbs..... 0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, single barrels....	0 04 7-16
Redpath and St. Lawrence, 5-barrels.....	0 04⅜
Acadia, single barrels....	0 04⅜
" 5 "	0 04 5-16
Paris Lump. bbls. and 100-lb. boxes	0 05⅝ 0 25½
" in 50 lb. boxes....	0 05½ 0 05⅝
Extra Ground, bbls. Icing....	0 05⅝ 0 05⅝
Powdered, bbls	0 05 0 05¼
Very bright refined	0 03¾ 0 04⅛
Bright Yellow.....	0 00 0 03¾
Dark Yellow	0 00 0 03⅜
Demerara.....	0 03⅞ 0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark.....per gallon.	0 23	0 25
Medium.....	0 28	0 35
Bright.....	0 32	0 42
Honey (com)	....	0 40
" 2 gal. palls.....	....	1 00
" 3 gal. palls.....	1 35	1 40

MOLASSES.

Barrels.....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot..... 4 20
Box Lot..... 4 10
Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.
Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.....	....	0 35
" " 60 ½-lbs.....	....	0 35
" " 30 1-lbs.....	....	0 35
" " 120 ½-lbs.....	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong.....	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts.....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts.....	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings.....	0 38	0 40
Choice	0 32	0 36
Finest.....	0 28	0 30
Fine.....	0 25	0 27
Good medium.....	0 22	0 24
Medium.....	0 19	0 20
Good common.....	0 16	0 18
Common	0 13½	0 15
Nagasakl, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

LIPTON S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 "	0 40	0 28
No. 3 "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c.....	0 22
Blue label, retailed at 40c.....	0 30
Red lable, retailed at 50c.....	0 36
Gold label, retailed at 60c.....	0 44

Terms. 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.....		0 22
Green Label " 40c.....		0 28
Red Label " 50c.....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's	0 47
Index, 7's.....	0 44
Honeysuckle, 8's	0 56
Napoleon, 8's	0 50
Victoria, 12's	0 47
Brunette, 12's.....	0 44
Prince of Wales, In caddies.....	0 48
" " in 40-lb. boxes.....	0 48

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Palls, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " " ".....	1 60
" 2 " " " 2.....	1 40
" 3 " " " 2.....	1 55
" " " painted " 2.....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Cas.
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ½ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor.....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger.....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross.....$	2 00
" 10 "	1 10
" 2 Tiger, ...	5 00
" 4 " "	2 00

Young & Smylie's

Newest...
Specialty

MINT ... PUFF-STRAPS

RECOGNIZING the great popularity of peppermint with the sweets-loving public, we are the first to introduce to the trade Pliable Licorice containing this flavor.

The delicious quality of our Pliable Licorice is well known; it is matchless in this respect as well as in its flavor and finish.

Our Triple Tunnel Tubes and Navy Plugs are great favorites also, and are made of the same material, although flavored differently. . . . . .

We recommend all these goods as suitable for Summer Trade; they will please the most exacting taste as wholesome, smooth and palatable confections. . . .

For . . . . .

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

BOVRIL

The Guaranteed Product of Prime Ox Beef.

BOVRIL is the best restorative for an over-worked brain. It readily assimilates and does not overtax the digestive powers; if taken just before retiring for the night it induces healthy sleep without any reactionary depression in the morning.

To be obtained from all leading Wholesale Druggists and Grocers in the Dominion.

BOVRIL LIMITED
27 St. Peter Street, MONTREAL.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. **BEST GOODS MADE.**

Represented by...
Chas. Boeckh & Sons, Toronto.
The H. A. Nelson & Sons Co., Montreal.

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW

TORONTO . . . . MONTREAL

THE Oakville Basket Co.

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

on this Continent.

No **Chemicals** are used in their manufactures.

Trade-Mark.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,

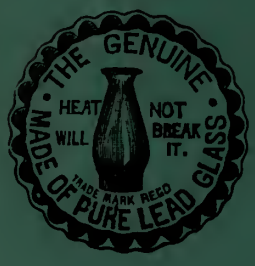
Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto, Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

COWANS, KENT & CO., - TORONTO

THE PUREST MADE

IT IS

(KNOX'S)

The only Gelatine positively free from all odor and taste, has no acid in it, and can be mixed with cream without curdling, takes less flavoring, needs no eggs to clarify, as it is clarified during the process of manufacture, dissolves and sets more quickly than any other made.

GROCERS, don't you think your customers will appreciate these facts, and that it will pay you to order KNOX'S every time ?

C. B. KNOX, Mfr.

JOHNSTOWN, N.Y.

AGENTS

A. E. Richards & Co. - Hamilton
William H. Dunn - - - Montreal
Beattie & Elliot - - - - Quebec
C. & E. MacMichael - - St. John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.

THE BEST MADE

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

CHARLES F. CLARK, President. EDW F RANDOLPH, Treasurer

ESTABLISHED 1849

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices, PROPRIETORS,

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—McKinnon Building
Cor. Jordan and Melinda Sts.
THOS. O. IRVING, Superintendent.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

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and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Canada Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, MAY 28, 1897. No. 22

SELL ONLY THE BEST!

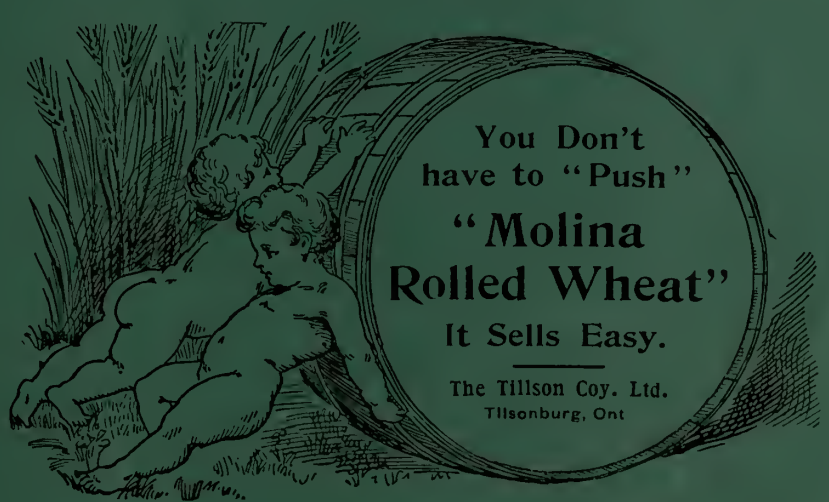
In Competition with the World we have received the

HIGHEST AWARDS MADE.

These ...substantiate ...our claim that

COLMAN'S MUSTARD

IS THE BEST IN THE WORLD.



CANNED GOODS

1,000 cases CORN. at 50c. doz.

500 cases PEAS (EARLY JUNE) at 65c. doz.

Handsome labels. New pack.
Guaranteed equal to the best packs in Canada.

D.S.F. Mustard (LION BRAND)
1/4's at 75c. doz.

Equal to the best English.

T. B. ESCOTT & CO.

Wholesale Grocers,

London, Ont.

Batty's

NABOB PICKLES and SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

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"EDDY'S MATCHES"

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The Best Imported is not superior to "Seville;" the ordinary article away below its standard.

Imitations are everywhere---a mixture of inferior fruit and apple jelly.

With "Seville" goes our absolute guarantee. Put up in 7-lb. pails, 6 to a crate. . . . . .

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THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, MAY 28, 1897 ($2.00 per Year) No. 22

HISTORICAL SKETCH OF PROFIT-SHARING.

Edward Kramer Nicholson, A.B., in Business.

PROFIT-SHARING, in the broadest acceptance of the term, includes profit-sharing, gain-sharing, the system of rewards, and a system that might be called earning-sharing, or industrial profit-sharing. There are certain other schemes, those of "collection bonuses," "reference rate," and the "good fellowship scheme," but as they are really individual schemes, are of little importance except as illustrating the tendency of the times to increase the wages of the laboring class at the expense of some one else, no matter whom.

In gain-sharing, as described by Mr. Towne, of the Yale & Towne Manufacturing Co., of Stamford, Conn., the employer ascertains the cost of the product in labor, supplies, materials and such other items as the workman can influence. He undertakes to organize and pay for a system whereby the cost of products in these same items will be periodically ascertained, and agrees to divide a certain portion (retaining himself the remainder) of any gain or reduction of cost the workmen may effect by reason of increased efficiency of labor or increased economy in the use of materials, or both; the system of rewards consists in the certain promised reward for special excellence or diligence in some particular branch, as, for instance, that offered by certain railway companies for the discovery of flaws in axles or cracks in tires; the third system is that of giving a certain per cent. of the excess of individual sales to the individuals. Profit-sharing proper, however, differs from all of these in that it is a "predetermined share in the profits," as the International Congress of Profit-sharing at Paris in 1889 defined it.

It may be described briefly as follows: At the beginning of the fiscal year the firm, either orally or by circular, announce to the employes that at the end of the year a certain percentage of the profits for that year will be divided among the said employes, either share and share alike, or in proportion to their wages, or the value of their services.

Albert Gallatin, the Secretary of the Treasury from 1801 to 1813, had some such plan in operation in his glass works. Lord Wallscourt attempted something of the kind in Ireland early in the century, but the scheme was really devised by M. Leclaire, the proprietor of a house decorating establishment in Paris, from a chance word dropped by the eminent English financier, Mr. Babbage.

M. Leclaire, by paying high wages, had secured a set of workmen who were the best in Paris, but even they required constant supervision, and lost two or three days a week from drinking and carousing. In attempting to reason out the cause M. Leclaire came to the conclusion that equal responsibility and equal proportionate reward between the employer and employe would settle the question. The scheme he involved was a complete success. Even in the first year none of his men who worked three hundred days received less than fifteen hundred francs, three hundred of these representing the lowest extra profit. M. Leclaire describes in strong terms the improvements already manifest in the habits and demeanor of the workmen, not only when at work and in close relations with their employer, but at other times and in other relations, showing increased respect both for others and for themselves.

The example set by M. Leclaire has been followed very extensively in France, the conditions of employes being such as to require some such system in order that a proper amount of labor and steadiness of habit may be secured from them. Mr. David T. Schloss, whose work, "Methods of Industrial Remuneration," is considered the best criticism of the subject yet written, in a magazine article gives a glowing account of the success of the system in France.

Germany and Italy have not interested themselves in the system except to a very slight degree. England has had some experience and some success, but as the conditions of labor there are somewhat similar to those in this country, her success has been less complete than that of France.

In 1886, Mr. N. O. Nelson, the founder of the N. O. Nelson Manufacturing Company, of St. Louis, a firm which manufactures plumbing goods, steam goods, and machinery, introduced into this country a system of division of a portion of his profits with his employes. He is spoken of by others as the "pioneer of profit-sharing in this country," although it is somewhat difficult to determine the authenticity of the statement, since a large number of firms adopted practically the same method at about the same time. Mr. Nelson's system introduced at that time was as follows: Without making any changes in management or wages, it was stipulated that, after allowing interest at the ordinary market rate of capital, setting aside one-tenth for a reserve fund, one-tenth for a provident fund, and one-twentieth for an educational fund, the remainder should be divided between capital and wages. Interest was regarded as the proper wages of capital. The reserve fund was to meet the losses of bad years and to equalize dividend when profits were small. The provident fund was created to take care of the sick, the disabled, and the families of the deceased. The educational fund was to provide a library which should be accessible to all employes. The results for the first few years were very good, and the system (which he had adopted, in a modified form, from that of M. Godin, of Guise, France), has been continued in practically the same way ever since, though the provident and educational funds have been abolished, and in their place has been inaugurated the prac-

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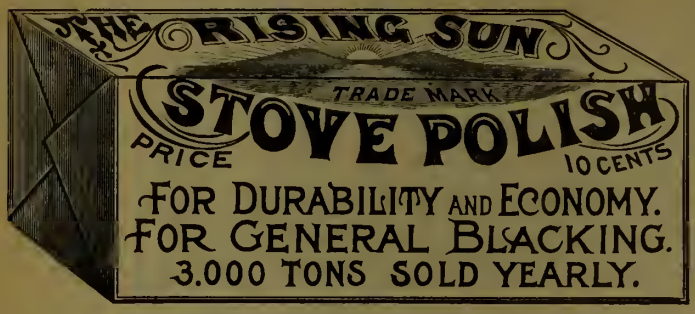

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers, also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

tice of paying out whatever amounts were required for these purposes, and at the end of the year charging them against the profits before the division. Mr. Nelson's system, he claims, has been successful, though the claim is not made that there has not been a lessening of profits.

During the same year (1886), when Mr. Nelson was introducing the new system into his manufactory, there was great disturbance caused by the sudden increase in the prominence of the Knights of Labor, and "employes in manufacturing establishments throughout the country became more or less restless." As Mr. Wm. Cooper Proctor says in The Independent for May 2, 1895: "During that year the firm of Proctor & Gamble, soap manufacturers, of Cincinnati, had in their various departments no less than fourteen different strikes, having, at different times, from eleven to one hundred and fourteen of their employes quit work in a body, and for all sorts of trivial causes. They were continually at the expense of breaking in new people, and the question was one of constant anxiety." After considerable thought and careful study it was decided to attempt a plan of profit-sharing, and to secure, if possible, some relief from their troubles. The employes of Proctor & Gamble are precisely such as a casual observer would think unfit for any such system, and that therefore it would be a test case as to whether among ignorant, unskilled labor, profit-sharing could be applied. It is just in such a case, however, that success is, and will be, most marked, and in this case the system adopted has shown what can be done. At first the employes were disposed to accept the dividend as a matter of course, but since the firm had retained the right of depriving those who showed any indifference from any share in the dividend, and of giving the share so withdrawn to those who showed an especial interest, this was soon broken up. The firm say: "It is, of course, a matter of education with them (the employes). We do not think that during the first two years profit-sharing, as a money-making scheme, was a success, but as the men became more and more convinced that they were being treated with absolute justice, they gradually developed more careful and intelligent work, and now we are able to demonstrate very clearly that the saving under the profit-sharing system is largely in excess of what we pay as the share of the wage-earners in the profits. We, of course, have had no strikes nor any labor troubles of any kind since our plan has been in force. We find also that our people are staying with us better, and that we have very seldom to discharge a man for neglect of his work. In fact, our scheme, has, if anything, exceeded our expectations." When the firm was incorporated into the Proctor & Gamble Co. in 1890, the system was changed, but the profit-sharing was adhered to in another form.

One of the most instructive cases of profit-sharing in this country is that of Charles Gerard Conn, factory at Elkhart, Ind. Mr. Conn has been not only a manufacturer of band instruments, but also an inventor, an editor, a mayor, a state legislator and a congressman. The pressure of outside duties compelled him to withdraw, to a considerable degree, any careful oversight of his manufacturing interest, so he proposed to adopt a scheme by which the oversight would be unnecessary. His scheme was somewhat novel, in that the workmen receive their proportion according to their membership in one of three classes, the three classes being graded according to efficiency, length of employment, faithfulness or laxity, and moral character. The most peculiar features are: First—the principle that only those shall share the profits who assist in making the profits; second—not only is a distinction made in the distribution of profits in respect to length of service and faithfulness, but a moral distinction is made; third—the share of each participant is not determined by the amount of wages he receives, but equal efforts secure equal rewards.

They have been very successful in 1895, there being divided $25,000 among a little over a hundred men, the shares running from sixty to two thousand dollars.

A number of other profit-sharing businesses, which might be described as successful, are the Bowne Mills, of Tinerton, R. I.; P. N. Kuss, painter and decorator, of San Francisco, Cal.; the Bowdoin Paper Manufacturing Company, of Brunswick, Me.; Pomeroy Brothers, of Newark, N. J.; the Malvern Lumber Company, of Malvern, Ark.; and the Columbus (Ohio) Gas Company. Mr. Paul Munroe, in The American Journal of Sociology for May, 1896, deals with these firms more particularly, as well as with a number of instances of failures.

There are several firms who state that they believe in profit-sharing, but that for several years there have been no profits to divide. As one of the great advantages given by advocates of the system is that it will decrease cost, and thereby increase demand, which shall use the extra efficiency, this fact seems rather against the system.

Among the failures can be cited those of Rogers, Peet & Co., New York; Siegel, Cooper & Co., in their Chicago store; the St. Louis (Mo.) Shovel Co., and the Ara Cushman Co., of Auburn, Me.

This last-mentioned failure is the most important in the list, both on account of its size and importance and the causes. There are on the pay roll about one thousand persons, twenty-five to thirty per cent. being females. The employes are enterprising and industrious as a class, nine-tenths or more natives of the town or state. In all social, business and church relations the people of Auburn are very democratic in their instincts and associations; no classes or castes are recognized. It is just such a place as would seem ideal for the introduction of any new system which would benefit the laborer, for everyone is intelligent, educated, active, industrious and pushing. In 1886 Mr. Cushman inaugurated a simple form of profit-sharing; wages were to remain the same as before; a

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NO DIFFERENCE OF OPINION will exist in the mind of any grocer who compares our **Circle** Tea with any other Tea sold at same price.

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Health Club Cocoa

IN ½ POUND TINS, PACKED IN BOXES, EACH 6 POUNDS.

Price now 45c. per pound

JAMES TURNER & CO. - - HAMILTON, ONT.

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FRESH ARRIVALS

We beg to advise the Trade that we have just received fresh shipments of the following goods:

CROSSE & BLACKWELL'S Pickles, Pints and Half-Pints.
" " Marmalade, 1-lb. Glass Jars.
" " English Malt Vinegar, Quarts.
JAMES EPPS & CO.'S Cocoa, ¼-lb. Tins.
PATERSON & SON'S Worcestershire Sauce, Half-Pints.

. . . ALL AT LOWEST PRICES . . .

THOS. KINNEAR & CO.

WHOLESALE GROCERS
49 FRONT STREET EAST

TORONTO

fair amount was to be allowed for interest on capital invested, management of the business, and for risks, depreciation and other contingencies; anything left was to be divided between employer and employes in the proportion that labor bore to the cost of the rest of the goods. A committee of employes was also appointed to care for their interests.

In 1887, at the close of the first year of business, an enthusiastic meeting was held at Auburn Hall, where Mr. Cushman made an address congratulating the workmen and Mr. C. S. Yeaton, of the committee of employes, answered, and gave a detailed report. Everything was on the top wave of success. The next year Mr. Cushman in his address showed that the beginning of the end had come by saying: "Profit-sharing must be accompanied by better co-operation and stronger efforts toward profit-earning and profit-saving than has yet been manifested by many who have worked for us and participated in the benefits of the business." The following year the system was abandoned.

Mr. Cushman gives as some of the reasons for the failure: "The inadequate ideas of most of the employes in regard to the exacting demands of business which led them to think that the profits of business were larger and more easily earned than they really are; the failure on the part of most of them to realize that success of the business such as would assure them a dividend above fairly liberal wages must depend on the individual efforts of all. But altogether the most important reason why we could not make our plan successful was the opposition, open or concealed, of the labor organizations under the control of professional agitators and leaders."

The question arises, then, Why is it, if profit-sharing is so successful in France, that it is so unsuccessful in this country? There are three reasons, each of them dependent upon the difference in the character of the workmen of the two countries:

First—The workmen of this country are more under the domination of the labor organizations, who fear to lose control over wages.

Second—The self-will and self-assertion of the American employe, with a peculiar lack of reason in his actions.

Third—The difference in intensity of the employes in the two countries.

This last is the real reason for the failure of profit-sharing in this country. The French workman is inefficient, works with a very slight degree of intensity, has strong tendencies toward holiday taking, and is not particularly careful with materials. The American workman is commonly an educated person; that is, he has a common school education; he is industrious; when he works he does so with all the strength and intensity possible, and is peculiarly careful in handling materials. Profit-sharing, in order to be successful, needs an increase in the output caused by an increase in the efficiency, intensity, or carefulness in the workmen. Where such a thing is possible, there profit-sharing will be successful, but where no such increase is possible, no such system can be anything but a failure. If the time ever comes when our workmen need some greater incentive than good wages and active competition, then perhaps profit-sharing may prove to be that incentive, but until there is some such need, it is bound to be a failure here. One further reason for failure that might be given is that the American workman is sufficiently shrewd to see that in many instances the "benevolence" of the employer consists alone in the greater toil of the employe, that if he works hard enough to gain a small amount for himself, he will also have to gain more for the employer.

Profit-sharing, very evidently, is not the ultimate solution of the labor problem in America. It may possibly be a step in advance, but it is merely a step, or perhaps might better be termed an "indication" of the point toward which the laborer and the capitalist are moving.

HOW THE BOY WENT WRONG.

I've got a letter, parson, from my son away out west,
An' my ol' heart is heavy as an anvil in my breast,
To think the boy whose futur' I had once so proudly planned
Should wander from the path o' right an' come to sich an end!
I told him when he left us only three short years ago
He'd find himself a-plowin' in a mighty crooked row—
He'd miss his father's counsels, and his mother's prayers, too,
But he said the farm was hateful, an' he guessed he'd have to go.
I know thar's big temptation for a youngster in the West,
But I believed our Billy had the courage to resist.
An' when he left I warned him o' the ever-waiting snares
That lie like hidden serpents in life's pathway everywheres.
But Bill he promised faithful to be keerful an' allowed
He'd build a reputation that 'd make us mighty proud.
But it seems as how my counsel sort o' faded from his mind,
An' now the boy's in trouble o' the very wustest kind!
His letters came so seldom that I somehow sort o' knowed
That Billy was a trampin' on a mighty rocky road,
But never once imagined that he would bow my head in shame,
An' in the dust 'd waller his ol' daddy's honored name.
He writes from out in Denver, an the story's mighty short;
I just can't tell his mother; it'll crush her poor ol' heart;
An' so I reckened, parson, you might break the news to her—
Bill's in the Legislatur', but he doesn't say what fur.—Ex.

Evaporated { PEACHES - "Fancy."
APRICOTS - Do.
APPLES, "Sliced" and "Quarters."

WE CAN QUOTE YOU CLOSE ON THESE FRUITS

THE DAVIDSON & HAY, Ltd.
Wholesale Grocers - TORONTO.
TELEPHONES 399 AND 1399.

SOME GROCERS ARE CARELESS.

MY grocer treated me so badly last week that I resolved to accept the long-standing invitation of the editor of The Grocery World to contribute an article to his paper on some subject from the consumer's standpoint, writes J. B. N. Morley in that journal.

I never was more exasperated over any piece of carelessness than I was last week when my wife sent the servant to our grocer's for some vinegar. Unluckily she failed to send any receptacle for it, so the grocer himself supplied one, as he had done on one or two occasions before. When I smelled the vinegar which the girl brought home I noticed a peculiar odor to it, and a still more peculiar taste. When I investigated I found that the bottle in which the vinegar had been sent had been used to hold gasoline immediately before, and had apparently not been washed out at all. To close your eyes and smell the vinegar you would have thought that you were certainly smelling gasoline.

My experience leads me to believe that grocers, as a class, are far too careless about the matter. Not long ago I was in another grocer's after some molasses. I had no kettle and the grocer fished under the counter until he got one. As he picked it up I noticed that the inside was covered with a thick coating of syrup and molasses, covered with dust and pieces of dirt. The kettle had been used for molasses before and had never been washed out.

I supposed, of course, that before my molasses was drawn the can would be cleaned. What was my surprise to see the grocer go straight to the barrel and begin to fill the kettle, without any attempt whatever to wash it.

"See here," I said, "aren't you going to wash that kettle out?"

"Oh, no," he said, "it had molasses in before."

"That don't make any difference," I said, "I want it washed out or I don't want any molasses."

He then washed it out, but with a resentful, injured air, as if I was a crank who had fads. And yet I had insisted only on what any clean person would, and what the grocer ought to have attended to himself.

Let me exhort grocers to be clean above everything.

A FISH STORY.

The tall yarns of Yankees are proverbial, but I think this is one of the best that I have ever seen. A small company of fishermen were seated in a Cardiff hotel, engaged in telling fish stories. "The most exciting day's sport I ever had," said one of the party, an American, "was when I was off Labrador. I was with two others; each had two rods, and we were simply pulling out fish as fast as ever we could put in our lines. I forget," he added, in a thoughtful tone, "what those fish were."

"Whales?" suggested an Englishman, with an attempt to be sarcastic.

"Whales!" said the Yankee, with a deprecatory wave of his hand; "why, man, we were baiting with whales!"

Pure Gold Tomato Catsup

is quickly spoiled

if left exposed to the attacks of the household at the table.

It's just as good as ever.

Put up in 12 oz. bottles
16 " "
1 gallon jugs

How about your supply ?

PURE GOLD MFG. CO.

31 and 33 Front St. East, TORONTO

SEND FOR SAMPLES

Manufactured by **THE ALPHA CHEMICAL CO., BERLIN, CAN.**

For sale by all the leading Grocers.

BUSINESS RULES.

EVERY man who aims at becoming a clever and successful man of business, must have a regular and consistent line of conduct, writes V. M. C. in Retail Grocers' Advocate. He must have a character for strict regularity and attention to his duties. He must deny himself, in a great measure, the ordinary pleasures and amusements, and govern his private and domestic conduct by a system or method and regularity similar to that observed in business persuits. In addition to regularity and attention and strict moral integrity, the possession of business habits implies also the possession of a certain mental aptitude for conducting business. The chief intellectual qualities requisite are a sound understanding, quick perception, prompt decision, and finesse in execution. The two latter are qualities which every man must practise and improve for himself, the former are natural endowments which men do not possess in common—which are strong or weak in different men, but capable of being more or less strengthened by all. To the foregoing qualifications may be added the cultivation of a pleasant and agreeable manner, for much depends on this.

There is nothing that creates a more unfavorable impression than a rude, hasty, imperious or uncourteous manner. On the other hand, a man who is courteous and obliging will always conciliate, for the nearer men approach to free and unreserved intercourse with each other, the more smoothly the affairs of life seem to move forward.

It is a law of our nature that the more agreeable we are the more gratification we experience. This we find demonstrated in our daily commerce with the world, and it is therefore of immense importance to a man of business that, in addition to his other qualifications, he should study to acquire an agreeable and conciliatory manner. The main principles in connection with the immediate conduct of business will be found to be conveyed in the following rules.

Fulfil every engagement punctually. Do nothing carelessly or in a hurry. Employ nobody to do what you can easily do yourself. Keep everything in its proper place. Leave nothing undone that ought to be done, and which circumstances permit you to do. Keep your own business to yourself and do not interfere with the business of others. Be prompt and decisive with your customers and let your word be your bond. Be clear and explicit in all bargains; take care to understand every transaction thoroughly yourself and do not let these misunderstand you. Leave nothing of consequence to memory which can and ought to be committed to writing. Retain copies of letters, invoices and other documents connected with business, classified and put away in such a manner that any document may be produced at a moment's notice. Never suffer your desk to be confused by many papers either lying inside or upon it. Have certain places for books and other things in constant use, always keeping them in their places when not required, so that they may be readily found without confusion or loss of time.

Superintend your own business affairs as much as possible, your personal attendance will be always more satisfactory to your customers, and will also ensure your servants paying proper attention to their duties. Examine your books day by day so that you may inform yourself of the progress you are making with your customers, and the progress they are making with you.

Avoid as much as possible all sorts of finessing in money matters and do not lend your name to any transaction that is not straightforward or in good faith. Be economical in your personal expenditure and rather live within your means than beyond them. Be cautious how you become security for persons, and choose without offending them by refusal rather than to be unjust to your creditors by acquiescence. Take pleasure in your business and it will soon become your recreation. Hope for the best, prepare for the worst and bear mainfully whatever may happen.

ROSE'S

WEST INDIA **LIME JUICE**

Is **DELICIOUS, WHOLESOME** and **REFRESHING.**

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.

Agents for Canada, LAW, YOUNG & CO. - MONTREAL.

Butter Wanted

I am prepared to pay **CASH** for dairy butter. I want it fresh, and am ready to handle any quantity if put up right and of good quality. Write me for prices and shipping instructions. Don't **hold** your butter. Sell it **weekly**, and if quality and pack is right I can give you top prices.

R. J. GRAHAM

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English Army Blacking

IS A READY SELLER,

and if you have not yet placed it in stock, send for a sample lot to your wholesale house or to the manufacturers. They are put up in ¼ gross boxes. You will be pleased with the results of the investment.

THE F. F. DALLEY CO. Ltd., Hamilton, Can.

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COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

THE PERSONAL EQUATION.

IT enters largely into all affairs in life, and is particularly the secret of success in retail store-keeping. People are quick to form likes or dislikes. Who does not prefer to be served by a newsboy that is bright and cheerful than one that is clumsy or ugly? Do we not instinctively go to that restaurant where the waiters are the most agreeable? There is in a Chambers-street restaurant a waiter who is a college graduate and a man of imposing presence. So captivating is he in manners, so efficient in service, that the tables he cares for are always in demand, and so liberal are his tips that his income is better than were he a college professor. He wins patronage through an agreeable personality.

The storekeeper whose clerks win popular favor may laugh at competitors. There is an influence about a good fellow that is irresistible. Such an one soon discovers there is tremendous power in a smile, a kindly greeting, a pleasant tone of voice, neat appearance, a bright eye to open pocket-books. A store may have French plate glass windows, be elegantly decorated and have a superb stock, and yet it will invite failure if the personality of its proprietor and his assistants is not of the right stamp.

"Well, what do you want?" gruffly asks a cross-grained clerk of a timid girl, and before he hears a reply that child has mentally resolved to keep out of his way. Unless a clerk can show some personal interest in customers he is more of a detriment than a help in winning trade. If taciturn, glum or morose, he had better sprout potatoes in the cellar, scrub windows, keep stock in order, in short, do anything rather than come in contact with customers. Courtesy, cheerfulness, self-command, cleanliness, will do more to win success in retailing merchandise than cheapness, advertising, display or other impersonal factor.—American Grocer.

THE FRUIT SALES.

The third fruit sale of the season took place to-day at the Montreal Fruit Auction Co.'s rooms, at the corner of Murray and Wellington streets. The fruit ex steamship Victoria was offered, which consisted of 24,500 boxes Valencia lemons, 3,400 boxes Palermo, 4,000 boxes Messina oranges and 1,500 boxes Palermo. The condition of this cargo of fruit was much better than that of the Sir Walter Raleigh's, but, notwithstanding this fact, the prices realized were only considered fair, and show a decline as compared with those ruling in the New York market this week for both oranges and lemons. The demand from American and western Ontario buyers was fair and fully one-third of the cargo will be exported. Valencia lemons sold at $2 to $2.60 per box; choice, $1.70 to $2, and poor to fair, 50c. to $1.50. Oranges brought from $2 to $3 per box, 50c. to $1.50 per half-box, and some fancy ovals, $2 to $2.30. The principal local buyers were: Messrs. Hart & Tuckwell, John Barry & Sons, O. & E. Hart, J. J. Vipond, J. T. McBride, Vipond & McBride, T. Vipond & Son, Vipond and Peterson, Louis Sylvester, George Laird and J. R. Clogg & Co. The New York buyers were: C. H. Parsons, J. W. Lumsden, A. Zucca, E. A. Morris and T. Hulbert; Boston, G. N. Emery; Chicago, H. P. Stanley & Co.; Ottawa, H. A. Browse, J. A. Browse and G. W. Hunt; Toronto, George McWilliam, Clemes Bros. and Husband Bros.; Guelph, H. Walker; Hamilton, Dixon Bros.; Quebec, A. Legare and L. Beauchamp.

DEATH OF A GROCER.

William Kennedy, one of St. John's (N.B.) oldest and best known merchants, died a few days ago in the 83rd year of his age. He had been confined to his home about three months with tumor of the stomach. He came to St. John over 50 years ago from Boston, Mass., and was a native of Ireland, though of Scotch descent. For over 60 years Mr. Kennedy has been identified with the order of Oddfellows, joining the ranks in Boston and connecting himself with Pioneer Lodge in St. John about 20 years ago. He conducted a grocery business on King street, that city, and up to the time of his death was perhaps the only merchant living who had started in business 50 years ago in St. John. Deceased leaves one son, E. J. Kennedy, who conducts the old firm's business on King street.

"CAPITAL" SAFETIES.

The Toronto branch of the E. B. Eddy Co. have just received a stock of the "Capital" safety matches which they have been advertising for some time. They are of such a nature as to recommend themselves for use in hospitals, asylums, and all large buildings where great care from fire is needed. They can be lighted only on the box which contains them. Insurances companies, for this reason, have strongly recommended their use. A stock has been placed in the hands of the wholesale grocers, from whom retailers may now purchase them, or from the E. B. Eddy Co., Hull, or its branches.

PERSONAL MENTION.

W. H. Dunn, commission agent, Montreal, is leaving for a visit to Toronto and the province of Ontario this week.

A. P. Tippet & Co. are introducing a new article on the market, viz., rennet tablets, each tablet being sufficient for a dish of junket. It is claimed to be entirely superior to wine of rennet or other similar essences, and its cost is much less.

STATISTICAL POSITION OF CURRANTS.

N. Y. JOURNAL OF COMMERCE: "If it were not for the uncertainty which exists as to the outcome of the tariff question it is claimed that currants would be bringing higher prices than those which have been accepted during the past week. On the other hand it is reported the delay in the passage of the tariff bill and very dull condition of general trade has induced some holders to make an effort to get rid of their stocks. After sales of several hundred packages had been made, however, the continued interest shown by buyers had a strengthening influence upon holders' views, and at the present writing the tone of the market shows a very confident feeling on the part of sellers.

"Speculative interest which was quite noticeable a few days since has at the present range of market values apparently subsided, but on the other hand holders are not disposed in view of the statistical showing to make any further concessions. Stocks now available on the spot under ordinary wants of consumption are not sufficient it is held to keep the market supplied but for a few months, and there is nothing more to come forward from the primary market according to reliable authorities until the new crop is ready for shipment, and that will be some time toward the end of next September.

"With the disappearance of speculative interest, which was a feature of the market last week, and which, by the way, seemed to centre largely in the better grades, the market has been quiet but strong, holders being actuated more by the statistical situation than by the present apparent indifference of buyers. From a reliable source we have obtained the following statistical statement which will give a good idea of the conditions now prevailing. The latest cables from Greece reported that stocks there are exhausted, and there is nothing on the way. Spot stocks are closely concentrated. The statistics, according to the authority above referred to, are as follows:

	Bbls.	½-cs.
Stock on hand May 1, 1895	4,000	15,000
Total arrivals to end of crop	19,225	31,800
	23,225	46,800
Stock on hand May 1, 1896	7,000	11,000
Total arrivals to end of crop	12,400	19,000
	19,400	30,000
Stock on hand May 1, 1897	5,200	7,500
Received during May	2,892	2,450
	8,092	9,950
Distribution from May 1, 1896, to October, 1896	18,000	27,800

STOCKS IN LIVERPOOL.

	Tons.
May 1, 1896	5,664
May 1, 1897	2,938
Deficit	2,726

STOCKS IN LONDON.

	Tons.
May 1, 1896	12,119
May 1, 1897	6,879
Deficit	5,240

LIGHTBOUND, RALSTON & CO.

IMPORTERS AND COMMISSION MERCHANTS.

MONTREAL TORONTO LONDON

AGENTS FOR ....

Smith, Baker & Co. - Yokohama, Japan

WHO, it is claimed, ship the best Teas which leave Japan. The Retail Trade will consult their own interests by insisting upon being supplied with Teas fired, prepared and shipped by SMITH, BAKER & CO.

AGENTS FOR ....

IRWIN, McBRIDE, CATHERWOOD & CO., Teas Only,
New York, Philadelphia and Chicago.

Dodwell, Carlill & Co.,	Foochow, China	
Dodwell, Carlill & Co.,	Colombo, Ceylon	
Tarrant, Henderson & Co.,	Colombo, Ceylon	
Reid, Evans & Co.,	Shanghai, China	
Lyall, Marshall & Co.,	Calcutta, India	
Lyall, Anderson & Co.,	London, England	
AGENTS FOR ...		
E. H. & W. J. Peck,	New York	Coffees
Cutting Fruit Packing Co.,	San Francisco, Cal.	
P. A. Burlumi,	Patras, Greece	Currants
Arguimbau & Ramee,	New York	Fruits
Bennett, Day & Co.	New York	Nuts
Ranschoff & Wissler,	London, England	Beet Sugars
Cudahy Packing Co.,	South Omaha, Neb.	Canned Meats
AGENTS FOR ...		
R. Crooks & Co.,	New York and Liverpool, Eng.	Sugars, Rice, and Sundries
AGENTS FOR ...		
Union Sardiniere du St. Laurent,	Quebec	Sardines
Port Hope Preserving & Canning Co.,	Port Hope, Ont.	Tomatoes, Corn, Peas, Fruits
		RED CROSS BRAND.
D. F. Hamlink,	Port Hope and Goderich	Dried and Evaporated Apples
R. P. Rithet & Co.,	Victoria, B.C.	Canned Salmon
Geo. I. Wilson,	Vancouver, B.C.	Canned Salmon
Evans, Coleman & Evans,	Vancouver, B.C.	Canned Salmon
J. A. Hume & Co.. Ltd.,	New Westminster, B.C.	Canned Salmon

With Agents and Correspondents in every Wholesale Centre from the Atlantic to the Pacific.

To the Grocery Trade

We are now putting in a new stock and after our Salvage Sale is over will be ready for business again. We beg to thank our friends for the leniency which they have extended to us during the interruption to our business caused by the late fire, but we can now confidently solicit business with the guarantee that orders will have prompt attention.

Our travellers are now on their respective routes.

Yours truly,

H. P. ECKARDT & CO.

Wholesale Grocers — TORONTO

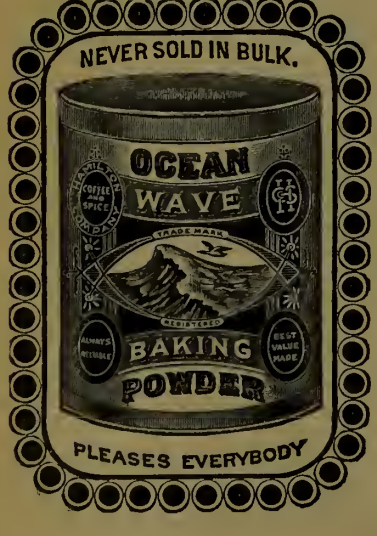
Purity.

Pure Leaf Lard in parchment bags—one of our highest grade specialties. Every possible care is taken in its preparation. Tried out in the good old-fashioned way, in open kettles. And well the experienced housekeeper knows, no better method exists. A protest against adulterated Lard is going up all over Canada. Your customers are going to become suspicious if you hold out against this fight for purity. You get **absolute** purity in

"Rose Brand" Lard—Bacon—Ham

The Geo. Matthews Co. Ltd.
Ottawa and Peterborough

"Rose Brand" Lard



FOR THE
Whitest
Lightest
and
Sweetest
Cakes

USE

Ocean Wave Baking Powder

Manufactured by the

Hamilton Coffee and Spice Co.

HAMILTON, ONT.

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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A SCURRILOUS PRACTICE.

A GREAT many complaints have been heard lately from manufacturers of various kinds of commodities regarding the imitation of their goods, their packages or their labels by competitors. Some of the cases of imitation are flagrant.

We have special reference to canned goods, pickles and other staple package goods.

When one man imitates in this way the manufactures of another he testifies by ocular demonstration that either the goods or the package he imitates are superior to his own. He would probably deny the impeachment, but it is true, nevertheless. The very fact that he has counterfeited it proves it beyond peradventure.

But testimony of this kind is neither compensation for the man who is wronged nor justification for the wrong act.

The manufacturer or the merchant who, in order to build up his own business, steals what his own unimaginative and sterile brain cannot create, namely, ideas, is full brother to a thief and first cousin to a coward.

When a man builds himself a house it is his own. Equally so is the product of a man's brain his own.

Fight a competitor day in and day out, but fight fair. Use all the ideas you can command, but use your own. "Thou shalt not steal" applies to ideas as well as to commodities. Stealing is taking whatsoever is not your own, no matter what the shape, form or condition of the thing taken may be.

Every man in business ought to be able to stand upon his own bottom. If he cannot he has no right to be in business. And rob his competitors as he may it is only a question of time before he will have to get out.

It is the man who originates, not the man who imitates, that succeeds in business to-day.

Merchants can help a great deal in securing justice by refusing to handle goods which are put up with the obvious intention of deluding the public into the belief that they are Jones' goods when they are Smith's. Unless the merchants so refuse they are accessories after the fact to the dishonest practices of unscrupulous manufacturers.

Even in the brutal prize ring a man must fight fair or be ruled out. And, if in the prize ring how much more in the business arena.

It is sometimes necessary for a merchant to cut down expenses in order to save himself from being cut off from the land of business.

TO BUILD UP CANADIAN TRADE.

The Dominion Government has appointed Mr. E. E. Sheppard, of Toronto, a trade commissioner for Mexico, Central and South America. Not being acquainted with the intricacies of each Canadian manufacturer's business, he has sent out requests for price lists and catalogues to those who might carry on an export business.

By means of these he intends to determine the lowest price at which Canadian goods may be placed in these markets, and thus what goods may be exported with advantage to the countries referred to. He intends also to carry away with him much more information by having measurements and photographs of these various productions.

Hitherto Canadians have had little precise information with regard to forwarding facilities or financial arrangements, but with the hearty co-operation and assistance of those to whom he is addressing these requests, he hopes to bring back exact and original reports. On these reports the manufacturers will be able to rely, and Canadian trade will then assume its proper proportions.

NEARER THAN EVER BEFORE.

GEOGRAPHICALLY Canada has everything in her favor for intercommunication with Europe. But the advantage of nearness to Europe which our geographical position gives us is negatived by the disadvantages which the absence of an efficient steamship service has created.

While, therefore, nature planted the shores of Canada a day or two nearer the shores of the Motherland than it did those of the United States, we have, by our neglect to take advantage of the fast steamships which science has created, shoved ourselves as it were three or four days further back from the coasts of Great Britain than is the United States.

Naturally the very exigencies of the case induced the Dominion to repent of her sins of omission and to bring forth fruits meet for repentance in the shape of a fast steamship service.

For half a dozen years or more we have been actively trying to secure this desideratum. Parliament has stipulated large bonuses which it was willing to pay, tenders were repeatedly advertised for, agents were sent to Europe to do missionary work, and eventually the financial co-operation of the Imperial Government was secured. But still we did not secure the fast steamship service. It seemed a "wild will o' the wisp."

Now, however, we appear nearer to the desired fast steamship service than we ever have been before.

The Dominion Government has made a contract with Petersen, Tait & Co., a Newcastle ship-building firm, whereby four fast steamships are to be put on the route between Canada and the United Kingdom. And a cable received at Ottawa on Friday last states that the contract has received the approval of the Imperial Government, something which was essential to securing the the latter's financial aid.

The details of the arrangement have not yet been made public, but we are promised they shall be at an early date.

About all we know is that the steamers are to be equal to the Campania, which seems to have become a recognized standard boat, and to be capable of maintaining a minimum speed of 500 knots per 24 hours,

or a little over 20¾ knots per hour. Ample cold storage facilities, we are told, are to be provided. The subsidy the owners are to receive is $750,000, of which amount the British Government will contribute $250,000. Compared with the tender which it was proposed to enter into with the Allans nearly a year ago, there is an annual saving in cash of $375,000, of which $250,000 is saved to the Canadian Treasury.

On the face of it the bargain seems to be a better one financially than that which the late administration proposed to make. But whether all round it will be so when all the details are known remains to be seen. So far, the evidence is all in its favor.

It is to be hoped that there will now be no more hitches, born of politics or anything else. Much will depend, of course, upon the business ability with which the Government manages the affair. If it does right, it has a claim on the thanks of the business men of Canada.

STORE SIGNS.

If merchants only knew how much custom they lost owing to their lack of a large sign they might, perhaps, regard the expenditure of a few dollars in such an article as a good investment. Strangers often see a progressive firm's advertisement in a paper, and, noticing something advertised of which they are in need, they go to town as would-be customers of that firm.

Owing to the absence of a noticeable sign they inquire of the first merchant they come to as to the whereabouts of Mr. Somebody's store, telling him at the same time why they want to see him. This merchant is in the same line of business and, of course, does not fail to grasp the opportunity of being ignorant of the existence of Mr. Somebody and of selling his own goods.

Unless Mr. Somebody owns the first store a stranger can come to, he ought to have a large sign decorating the front of his place of business.

CANNED TOMATOES AND EVAPORATED APPLES WANTED.

C. E. Jarvis & Co., of Vancouver, B.C., are open to buy tomatoes and a few carloads of evaporated apples. Those who may have either line to dispose of are requested to advise Jarvis & Co. by wire.

THE COCOANUT TARIFF.

THE Canadian cocoanut manufacturers are complaining that they are not fairly treated under the new tariff, and it looks as if there was a good deal of justice in their complaint.

A duty of 50c. per hundred is charged on cocoanuts when imported direct from the country of growth, and $1 per hundred when brought in through the United States. The latter has the effect of discriminating directly against the Canadian manufacturer, for the reason that most of the cocoanuts used in this country are obtained through the United States, and the industry here is not sufficiently large to permit of cocoanuts being purchased in such quantities as would warrant their being brought direct from Jamaica. Even should the Canadian manufacturer adopt this course, the additional freight rates would more than counterbalance the reduction in duty.

Under the new United States tariff cocoanuts are admitted free, and this, added to the low duty imposed by the Canadian Government on the manufactured article, and the serious disadvantages which our manufacturers labor under, permits the American cocoanut manufacturer to undersell the Canadian dealer in his own market.

This is not right. The Government should place cocoanut on the free list, or at least make a material reduction in the duty when imported from the United States. The Canadian manufacturer should be given a chance to compete with the well protected, and therefore cheap, American manufactured article.

KEEP STOCK IN SIGHT.

A GREAT many sales are lost and a great deal of dead stock is carried by stores which are in the habit of having places behind or under the counters in which to place goods. These goods are probably never overhauled except at stock-taking times, and these drawers and hiding places are an excellent catch-basin for all sorts of goods which are usually called "stickers," and which ought to be out on the counters where they can be pushed more than ordinarily.

Do not have any places in your store where goods can be stuck away out of sight. If you have plenty of room it is better to have all the goods above the counters on the shelving. If possible have no shelves below, and there will be less probability of things being put out of sight. A great many stores, however, cannot do this, as they are crowded for room, and it is, therefore, necessary that a part of the goods should be kept below the counter-board. If this is necessary see that every piece of goods not in easy access is looked over and examined and brought out to the light at least once a week.

If the goods are kept out where they can be seen all the time they are very much more apt to sell than if hidden away. Salesmen are sometimes careless about goods which are not easy to reach, and they very seldom take the pains to look into any of these old drawers or under the shelves to find the goods to sell.

If customers come in and call for some particular thing which they know to be in such and such a place, they usually go and get it, but if it is in some place where there is any doubt about finding it, they either say they haven't got it or they don't take the pains to look for it where they should, and try to substitute something else which possibly the customer does not want.

If you have goods that cannot be carried on the shelves, arrange them on the counter or on a centre-table in the middle of the aisle and place them there in full view of the customer.

MONTREAL GROCERS' PICNIC.

A special meeting of the Montreal Retail Grocers' Association was held in the Monument Nationale to decide where their annual picnic should be held. The committee handed in their report on various places, and St. Rose was finally chosen as the place to spend the day. It is a lovely little place, about thirty miles from Montreal, on the C.P.R., and a favorite resort for picnickers. The grocery travelers have decided to cast in their lot with them on that day.

The following are the chairmen of the respective committees: Games, E. Upton; Music and Dancing, E. Massicotte; Railway, N. Lapointe; Printing and Advertising, J. P. Dixon; Refreshments, V. Raby; Reception, S. Demers; Finance, John Scanlan; Subscription, J. O. Levesque. Each chairman has, however, to choose as many members as he thinks necessary to complete the arrangements.

THE TARIFF CHANGES.

THE promised amendments to the tariff were brought down on Tuesday by the Minister of Finance. The only article appertaining to the grocery trade in which any change has been made is tobacco. We give in full Mr. Fielding's reference to this article. He said :

"In the matter of the Inland Revenue and Excise Department it will be remembered that we brought down a resolution imposing a duty of 10 cents a pound on raw leaf tobacco unstemmed and 14 cents per pound on the stemmed ; that is an excise duty. It has been represented that it is desirable in the interest and convenience of the trade that that duty, if it be imposed, should be imposed by way of a Customs duty. There would be a manifest disadvantage in imposing it at the first stage as a Customs duty for reasons which I think perhaps it is not necessary to enter into, but which the House quite readily understands ; reasons which are very largely in the direction of increased public revenue. We propose, however, that this excise duty on raw leaf tobacco shall be continued until the 1st day of July and thereafter as respects any raw leaf tobacco which is now in warehouse and which remains in warehouse after the 1st July, but as respects all importations of tobacco after the 1st day of July we propose that that duty shall be levied by way of a Customs duty instead of an excise duty. In the meantime as respects the levying of excise duties we shall ask the House to authorize the Department of Inland Revenue to make such changes in the regulations as will facilitate the payment of excise duty on the raw leaf at convenient terms, so that dealers who might feel it an embarrassment to be called upon to pay these duties immediately will find the Department anxious to make every reasonable arrangement with them so that that duty will not be found to be too heavy."

Mr. Foster : "They pay in instalments ?"

The Finance Minister : "I think the idea is that they might be able to pay in proportion for the use of it, practically as they do now on the manufactured product, that is to say, as it comes out of the warehouse, and they leave the Department of Inland Revenue to make an arrangement, this is only a temporary one, to extend the tobacco now in warehouse, and we think that any arrangement which will facilitate the handling of the business to the convenience of the tobacco trade will be readily concurred in by the House."

Mr. Foster : "But the tobacco will always pay that anyway."

The Finance Minister : "Certainly."

Mr. Foster : "You make a difference on stamped tobacco ?"

The Finance Minister: "Ten and fourteen cents are the two rates, which, I believe, will be quite reasonable and in proportion to the value of the two articles. In the matter of excise duty on cigarettes, a change was made from $1.50 a thousand to $3. We propose that that change should stand as respects foreign leaf tobacco out of which cigarettes are made, or cigarettes made from foreign leaf tobacco, but we propose as respects cigarettes made from Canadian tobacco that the old rate of $1.50 should stand, so that as between our former resolution and the present one there is a reduction in favor of the Canadian leaf. These two articles, of course, are regarded perhaps by some as coming in competition. The parties in the tobacco trade, however, seem to think that they are not so closely in competition as would be thought from a general view of the question. However that may be, if there is any advantage in that for the growers of Canadian tobacco we are desirous that they should have it. With regard to Customs duty we have made a number of increases, but in the great majority of cases the changes that we make are in the direction of a decrease.

"In the case of Customs duty on tobacco we make a change, without, however, increasing or decreasing the duty. In the first resolution the Customs duty on manufactured tobacco was 45 cents per pound and 12½ per cent. ad valorem. We think it better to have a specific duty instead of a compound duty and we change the duty to a straight specific of 50 cents per pound instead of 45 cents per pound and 12½ per cent. ad valorem. The effort is to make it equivalent, and I think we have done so. The 5 cents per pound added is intended to be equivalent to the ad valorem duty. In regard to cut tobacco, item 425, we have applied the same rule. The first resolution provided for a duty of 50 cents per pound and 12½ per cent. ad valorem, and we now make it a specific duty of 55 cents per pound."

Some relief has been given to the wire nail and cut nail industries, to the bridge builders, to the makers of woolen yarns and the printers and lithographers of advertising matter, by increases of duty. In the steel schedule there is a large increase in the articles for the manufacture of which steel may be imported free of duty. Flat steel spring, steel axle bars and billets may be imported by carriage manufacturers for use in their business, as well as steel used in the making of cutlery when under a half-inch in diameter. Steel used by toolmakers and of a class not produced in Canada is reduced to 5 per cent. Under the old tariff, scrap iron was taxed $4 per ton. It was proposed in April to reduce it to $1.50 per ton, and now it is announced that the duty will be $1 per ton only. Steel billets were $5 under the Foster tariff ; under Mr. Fielding's first draft it was proposed to impose $4 per ton duty. The rate is now fixed at $2 per ton. The makers of bridges get an increase of 5 per cent. on the finished product, and a reduction of 5 per cent. in the cost of the bridge plates, which are their raw material. The only change in the woolen schedule, regarding which there was much pressure brought to bear on the Ministry, is a rearrangement of the duty on woolen yarns. It is provided that the duty on yarns worth over 30c. a pound shall be 20 per cent., while worsted tops made from wools not produced in Canada are placed on the free list. There is no change in the duties on textiles. A concession is given to the makers of shirts, collars and cuffs, blouses, ties, scarfs and the like, under which the cloths used by them may be imported at 15 per cent. duty if cut ready for making up in bond. The duty on cheap unbound and paper-covered books remains at 20 per cent.; the duty on the better class of books has been further reduced to 10 per cent. The first draft of the tariff prohibited the importation of reprints of British copyrights. Mr. Fielding has decided to let the copyright law alone, and the clause dealing with reprints is withdrawn. Printed matter other than books is to be taxed 15c. a pound and lithographed matter 35 per cent.

During his speech, Mr. Fielding announced that the Government still held that the Belgian and German commercial treaties did not apply to the new tariff or give those countries a right to come in on the minimum tariff, and that nothing had transpired to alter that belief. It would, however, be necessary to make provision for an adverse decision, should it be come to, and so he proposed to add to the reciprocal tariff resolution the words, "that the Governor in Council may extend the benefits of such reciprocal tariff to any country which may be entitled thereto by virtue of any treaty with Her Majesty."

DUTIES ON SPICES.

A Washington despatch of May 21 says : Senator Davis' amendment to the tariff bill, relating to spices, strikes out paragraph 640 from the free list, providing for crude spices, and substitutes the following for paragraph 286 :

Spices : Mustard, ground or prepared, in bottles or otherwise, 10c. per pound ; cassia, cassia vera, cassia buds, cinnamon, cinnamon chips, nutmegs and mace, if unground, 15c. per pound; if ground, 20c. per pound; cloves, clove stems and ginger root, not preserved or candied, if unground, 10c. per pound ; if ground, 15c. per pound; pimento, peppers and peppet shells, of all kinds, if unground, 5c. per pound; if ground, 10c. per pound; all other spices not specially provided for in this Act, if unground, 3c. per pound; if ground, 5c per pound.

JUST TO HAND

Keopff's Family Gelatine *1-oz. packages*

Owing to the immense demand for this line the manufacturers have been unable to fill our orders as promptly as we would like; consequently we have been compelled to disappoint our customers in not being able to supply their needs for some weeks, but we have now received a large shipment and can fill all demands without delay.

Lorimer's Rennet Powder

for making junket, curds and whey, etc. This entirely supersedes the liquid rennet and being absolutely pure and wholesome it is free from all the objectionable features generally present in liquid essence of rennet.

Packed in bottles containing sufficient for 10 gallons of milk. Send for a free sample.

Lorimer's Sandringham Sauce

is a splendid sauce. It is made from the very finest and most wholesome ingredients and is unequalled for piquancy and zest.

Sole Agents for Canada

Robert Greig & Co., Montreal

MANUFACTURERS OF THE CELEBRATED . . . . CROWN FLAVORING EXTRACTS

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, May 27, 1897.

GROCERIES.

THE holiday has naturally interfered with business during the week, but, taking it all round, the conditions are much about the same as at the time of last review. Generally speaking, trade is quiet, and in no one line can there really be said to be activity. In teas, the only feature is the continued demand for parcels to ship to the United States. Sugars are dull and somewhat unsettled in the outside markets. Canned vegetables are meeting with fair demand. So is canned salmon. Currants are still strong with the demand good. Peppers have experienced another advance.

CANNED GOODS.

There are no new features to note. Prices are, on the whole, firm, with the demand for tomatoes, peas and salmon good. We quote: Tomatoes, 75 to 80c.; corn, 50 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c;. peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

There is not much doing and the outside markets are somewhat irregular. Jobbers quote green in bags as follows: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There is nothing doing. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The local market is quiet and featureless. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

While the wholesale houses report a slight improvement in the demand for sugar, the refineries are still practically doing nothing, the former still being able to get their supplies of granulated from speculators at prices below refiners' figures. The speculators appear, however, willing to part with yellow sugars at cut figures. Generally speaking the market is gradually assuming a healthier condition. Beets have advanced ¾d. in London for June delivery, and the visible supply shows a decrease of 125,000 tons. The Cuba sugar crop is not expected to be over 200,000 tons, which is 31,000 less than last year. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; Demerara crystals, 3⅞c.

SPICES.

The spice market continues firm. At a forced sale of pepper in London, England, the other day full prices were obtained, which may be taken as a pretty good indication of the condition of the market. We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Business is quiet and featureless and prices unchanged. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled

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Best Goods . . .

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:: Chocolate for Breakfast

It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

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And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

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ST. STEPHEN, N.B.

almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

There is not much doing. We quote: Standard "B," broken lots, 3⅞c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3⅝c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

There is still a demand for tea for shipment to the United States, although it is not as active as it was. The first samples of new season's Indian teas reached the Toronto market this week. The quality is better than last year. The first sales of Indian teas will be on a small scale and will not likely interest the Canadian market. The prices of new season's Japan teas are so high, due to the activity of the demand from the United States, that it is not likely the Canadian market will see shipments to any extent of May or early June teas. The Foochow market is expected to open about the middle of June. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

As the fact of the shortage becomes more emphasized the currant market increases in strength. The local demand is good and prices firm. We quote as follows: Provincials, 4⅞ to 5c. in bbls.; ditto, half-bbls., 5c.; fine Filiatras, in bbls., 5 to 5⅛c.; do., half-bbls., 5 to 5⅛c.; Patras, 5¾ to 6c. in bbls., 5¾ to 6c. in half-bbls., and 5¾ to 6c. in cases; Vostizzas, cases, 7 to 8c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are still dull. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

Dates are quiet and uninteresting. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

California evaporated fruit trade is light. Peaches are dearer on the Coast, stocks there being exhausted. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

In prunes the demand is still nearly altogether for the California article. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

GREEN FRUITS.

The demand for both lemons and oranges is good. Blood oranges are now on the market. Common apples are about exhausted, there only now being a few choice Spies to be had. Florida tomatoes are this week arriving in carload lots for the first time this season. We quote: Oranges—Valencias, ordinary, 420's, $6 to $6.50 per case; large 420's, $7 to $8; Messinas $3.25 for 200's, $3.50 to $4 for 300's, $1.75 for 80's, $2 to $2.25 for 100's, $2.20 to $2.25 for 120's, $2.50 to $2.75 for 150's, $2.75 to $3 for 180's; blood oranges, $2.50 per half box. Lemons, $2 to $3.50. Cocoa-

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Not what we say, concerning the qualities of . . .

GOLDEN HADDIES

Is the most convincing proof of their SUPERIORITY.

Some brands are good, others better, but the "GOLDEN" is the BEST.

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BUTTER AND EGGS

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ORANGES and . . LEMONS

Now is the time to buy your summer stock. Write us for prices. We can please you. . . . .

CLEMES BROS., - Toronto

51 Front Street East.

nuts, $4.25 a sack and 60c. per doz. Onions, $3 to $3.25 per bag for Egyptians. Bananas, $1.50 to $2.50. Pineapples, 6 to 18c. each. Strawberries, 15 to 16c. per quart. New cabbage, $2.50 per crate. Tomatoes, $3.25 to $3.50 per case of six baskets. Apples—Fancy Spies, $3 to $4 per bbl., and other kinds $1 to $2 per bbl.

BUTTER AND CHEESE.

BUTTER—The demand is good for the better quality of dairy butter in both tubs and pound rolls; but there is not much attention being paid to creamery butter. Dairy tub butter is arriving more freely, but the cool weather is causing large rolls to be more plentiful than they otherwise would. We quote: Dairy butter—Tubs, 10 to 12c. for good to choice; large rolls, 9 to 11c. for good to choice; pound prints, 11 to 12c. for good to choice. Creamery — Tubs, 16 to 16½c.; 1-lb. blocks, 17c.

CHEESE—Market is lower. New cheese is selling outside at 8½ to 8¾c., and it is being jobbed out here at from 9½ to 10c. The demand is only fair. Old cheese is firm at 11 to 11½c.

COUNTRY PRODUCE.

BEANS—There is no improvement. We quote mixed at 40 to 50c. and hand-picked at 60 to 65c.

DRIED APPLES—The market is still dull and featureless. There is no export demand. Prices are nominally 1 to 2½c.

EVAPORATED APPLES—Market is firm, but the demand is not as good as it was. Wholesale quotations are: Quarters, 3 to 3½c.; ordinary sliced, 4 to 5c.

EGGS — Receipts are fairly liberal and about equal to the demand. The idea as to price is 9 to 9¼c.; No. 2 eggs are quoted at 6½ to 7c.

HONEY—Quiet. We quote: Comb, 80 o 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

MAPLE PRODUCTS — Dull. The ruling prices for good syrup are: 5-gallon tins, 55 to 60c. per gallon; 1-gallon tins, 60 to 65c. per gallon; sugar, 6½ to 7½c. per lb.

POTATOES—Are dull and weak at 20c. on track and 25 to 30c. out of store.

FISH.

The demand still continues unequal to the quantity coming in. Prices remain low. We quote as follows: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 5½ to 6c.; trout, 5½ to 6c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, $3 to $4 per bbl. and $2.25 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per

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Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

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CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

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MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

The demand is fairly steady for all good Roll Butter. Selling at 10 to 12c. for large Rolls and Pounds . . .

EGGS STEADY AT 9½ TO 10c

Correspondence invited
Consignments solicited

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62 Front St. East, TORONTO

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G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**

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We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; fresh water herring (heads off), $2.50 per keg.

PROVISIONS.

Trade in provisions, while still good, is not as active as it was. Prices are about as before.

DRY SALTED MEATS—Long clear bacon, 7 to 7¼c. for carload lots, and 7½c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 7½ to 8c.; hams, large, 10½ to 11c.; medium and small, 11½ to 12c.; shoulder hams, 7½c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½ to 6¾c.; tubs, 6½ to 7c.; pails, 6¾ to 7¼c.

BARREL PORK—Canadian heavy mess, $12.50 to $13; Canadian short-cut, $13.75 to $14.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—During the week prices have fallen considerably. We quote: Red wheat, 74c.; white, 75c.; oats are in good demand from 20½ to 22c.; peas, 40c.

FLOUR—Business dull; prices firm. We quote in carloads on track, Toronto: Manitoba patents, $4.60; Manitoba strong bakers', $4.20; Ontario patents, $4.20 to $4.40; straight roller, $3.85 to $3.90, Toronto freights.

BREAKFAST FOODS—Trade is quiet and prices unchanged. We quote: Standard oatmeal and rolled oats, $3 in bags and $3.10 in bbls.; rolled wheat, $2.60 to $2.70 in 100-lb. bbls.; cornmeal, $2.25 to $2.35; split peas, $3 to $3.25; pot barley, $3 to $3.25.

SALT.

Trade is fair and prices are firm and unchanged. Quoted at Toronto, carload lots go at $1 per bbl. and 60c. per sack; less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

HIDES, SKINS AND WOOL.

HIDES—Firm, with no changes during the week. Dealers pay 7½c. for No. 1, 6½c. for No. 2 and 5½c. for No. 3.

CALFSKINS—Market brisk, with a rise in prices: No. 1 veal, 8 lbs. and up, 9c. lb.; No. 2, 7c. Deatons, from 30 to 35c.; culls, 15 to 20c. each. Sheep skins, $1.25 to $1.35; shearlings, 15 to 20c. each.

WOOL—Owing to the delay in the passing of the American tariff, the market is in a state of uncertainty. As soon as duty of 16c. per lb. on washed fleece and 9c. per lb. on unwashed is put on, it is expected there will be a falling off in price. Price now is 21c., which may be changed any moment. Unwashed, 12 to 13c.; tub-washed, 19c.; pickings, 9c. We would advise caution in bringing wool.

PETROLEUM.

Since last issue the oil market has undergone no change. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

New cheese is weaker.

California evaporated peaches are dearer on the Coast.

The visible supply of sugar has decreased 125,000 tons.

Beet for next month's delivery is ¾d. dearer in London.

Tea is still being purchased on the Toronto market for shipment to the United States.

Although dairy tub butter is arriving more freely, there are still too many rolls for the comfort of the market coming forward.

Mr. Hayter has received advance samples of the new season's Indian teas, April's manufacture, from the Consolidated Tea and Lands Co. The quality shows an improvement upon last year's first invoices. The plucking season commenced early, and prospects are good for fine quality.

QUEBEC MARKETS.

MONTREAL, May 27, 1897.

GROCERIES.

THERE has been a very indifferent week's business in groceries and the volume of trade is, if anything, lighter than it was. Retailers are strictly confining themselves to actual wants in every staple. Sugar is so quiet that one of the refineries has shut down so that it can work off some stock. The same dulness prevails in syrups, and a cargo of Barbadoes molasses that arrived and was offered on ship's account found that jobbers were satisfied with what they had on hand for the present. Americans have continued active enquirers for tea, but supplies here are worked down and the amount of business in consequence was small. Rice is very firm abroad with every prospect of the strong feeling being maintained.

SUGAR.

The local sugar market continues without feature, business being dull and prices at the refineries nominally unchanged. In fact, trade is so slack that the St. Lawrence refinery is shut down temporarily until the stock of refined is reduced. In a jobbing way values range from 4¼ to 4⅜c. for granulated and 3½ to 4c. for yellows. Outside advices have ruled easy and the fact may influence this market later, although it has not done so yet. At New York the refined as well as the raw article has been weak in tone.

SYRUPS.

There was no change in syrups, business ruling quiet and prices unchanged at 1⅜ to 1⅞c. as to quality at the factory.

MOLASSES.

The continued easiness in molasses at the

WE ARE *PAYING CASH* **FOR** **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. Toronto

A Few of Our Specialties:--

Always
in the lead
Kolona
Ceylon Tea
Retails 30, 40, 50, 60
and 80cts.
per lb.

"CRUSHED"
Java and Mocha
COFFEE (XTR)
Tins — 25 and 50 lbs.
Price 20c. lb.
" 20½c. " ground.

STOWER'S
Lime Juice
Lime Juice Cordial
Lemon Juice Syrup
NO MUSTY
FLAVOR

"ANCHOR"
Salmon
The Finest Fish Packed
Every tin
guaranteed

Bensdorp's
ROYAL DUTCH
"Cocoa"
NONE FINER
¼'s, ½'s, and 1 lb. tins.

"Anchor"
Cream Cheese
RETAILS AT
10c. per package.

Do you handle them?

THEY WILL BUILD UP YOUR TRADE FOR YOU.

The EBY, BLAIN CO., Ltd.

Wholesale Importing and Manufacturing Grocers

Toronto, Ont.

Islands has failed in having any influence on the local situation so far, prices for jobbing lots ruling unchanged. New Barbadoes here is offered in carload lots on ship's account at 23c. without much encouragement, as most of the jobbers are well supplied for the present. A further reduction of ½ to 22½c. did not produce any better results. In a jobbing way 25c. in 15-puncheon lots and 26 to 27c. in smaller quantities is the ruling basis.

RICE.

With the receipt of stronger advices from primary markets, especially India, the rice market has exhibited a strong feeling. We quote: B grade, or any other quality equal or inferior as follows: Bags, 250 lbs., 1 to 4 bags or equal to $3.50; 5 to 9 bags, $3.45; 10 bags or over, $3.40. Half-bags, 100 lbs., 1 to 4 bags, $3.55; 5 to 9 bags, $3.50; 10 bags and over, $3.45. Quarter-bags, 50 lbs, 1 to 4 bags, $3.60; 5 to 9 bags, $3.55; 10 bags or over, $3.50. Pockets, 12½ to 25 lbs.; 1 to 4 bags, $3.65; 5 to 9 bags, $3.60; 10 bags and over, $3.55.

SPICES.

There is only a limited demand for spices, and no changes are to report in the markets. We quote: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEES.

There has been no improvement in the coffee market. We quote: Maracaibo, 15 to 25c.; Santos, 12½ to 18c.; Rio, 12 to 16c.; Mocha, 24 to 26c., and Java, 24 to 27c.

TEAS.

Americans have continued active buyers of tea in this market, but business is restricted by the greatly reduced stocks here, a result of the recent heavy buying. In fact, holders of small lots of desirable goods are in no hurry to sell them, as they feel that they will all be wanted before the first arrivals of new crop. Actual local demand from the retail trade is moderate at present. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

There is a moderate jobbing trade passing in canned goods, with no special features to report. Fish is in some enquiry. We quote: Tomatoes, 75 to 80c.; corn, 50 to 80c.; peas, 80c.; peaches, $1.50 to $1.80 for 2's; raspberries, $1.40 to $1.90; strawberries, $1.70 to $1.90, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2.30; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.05 to $1.15; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.30; lobsters, $8.50 to $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

DRIED FRUIT.

Valencia raisins continue quiet and unchanged. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins are quiet and steady also at a range of 6 to 8c., according to grade.

There has been no change in currants, and locally little is doing in them. We quote 4 to 4¾c., according to quality.

Prunes are dull and lifeless, but prices are unchanged. Stocks here are light. We quote: California, 6½ to 7c.; French, 4½ to 5c., and Bosnia, 6c.

Figs are dull and inclined to heaviness at 8 to 12c., while dates rule quiet, with prices largely nominal at 5 to 6c.

California evaporated fruits move along very slowly indeed. Prices, however, are steady. We quote: Peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 10 to 14c., and prunes 8 to 12c., according to brand and quality.

NUTS.

There is only a small jobbing trade in nuts. We quote: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, $3.50 to $3.75 per 100.

APPLES.

Apples are steady, with stocks pretty well cleaned up here on the basis of $2 to $3 per bbl., as to quality.

DRIED APPLES.

Without life at 3 to 3¼c. for dried and 3¾ to 4¼c. for evaporated.

COUNTRY PRODUCE.

EGGS—The egg market has ruled very steady since last report, prices ruling to-day at 9 to 9¼c.

MAPLE PRODUCTS—Business in these is quiet and values are unchanged. We quote; Syrup, 4½ to 4¾c. per lb. in wood; 45c. per small tin, and 50 to 55c. for large ones. Sugar brings 6 to 6½c. per lb.

BEANS—Demand for beans is slow at 55 to 60c. in car lots, and 65 to 70c. in a small way.

HOPS—Canadian good to choice hops sell steadily at 11¼ to 11½c.

HONEY—Comb honey continues steady at 8 to 10c., and extracted at 6 to 7½c.

POTATOES—Largely nominal at 35 to 40c. here in car lots, and 45c. in a jobbing way.

TALLOW—Quiet and steady at 1½ to 3c.

PROVISIONS.

There was no improvement in the local provision market, trade being quiet, but prices are fully maintained. We quote as follows: Canadian pork, $12.50 to $13.50 per bbl.; pure Canadian lard, in pails, 6¼ to 6¾c., and compound refined at 4¾ to 5¼c. per lb.; hams, 10 to 12½c., and bacon, 10½ to 11½c. per lb.

FLOUR AND MEAL.

The demand for flour continues good, and millers in some cases state that they oversold of some grades. We quote: Winter wheat patents at $4.25 to $4.40; straight rollers, $3.90 to $4, and in bags, $1.90 to $2. Manitoba strong bakers', choice, $4.25; outside brands, $3.90 to $4.10, and spring wheat patents, $4.40 to $4.60.

There continues to be a good demand for feed, and millers in some cases are asking an advance in prices. On the whole the market is active and firmer, Manitoba bran selling at $9.50 and shorts at $10.50 per ton, including bags.

Business in oatmeal was quiet and prices are unchanged at $2.80 per barrel and at $1.37½ per bag for rolled oats.

BALED HAY.

Baled hay has ruled firmer since last report, an advance of 50 to 75c. per ton having been established. Prices therefore are

MARSHALL'S
Saratoga Potato
CHIPS.
Grocers sell them.
Manufactured by . .
JOHN E. MARSHALL
118 Commercial St.,
Boston.
D. H. RENNOLDSON,
Agent in Montreal.

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

BIRD SEED ETHICS

You don't think it right for your tailor to put cotton goods in a suit and charge for silk and all wool. And bird keepers, when they find it out, don't think they should be charged 10c. and get any other than **Cottams** Seed. Cottams is double the value of any other bird food, is manufactured under 6 patents, and gives the grocer the largest possible profit consistent with reliable goods.

ALL WHOLESALERS

DAWSON & CO.
FRUIT, PRODUCE AND COMMISSION MERCHANTS,
32 WEST MARKET STREET
TORONTO.

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
MCWILLIAM & EVERIST
GENERAL .. **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

PURE
LARD
.. OF THE ..
Best Quality.
Special Prices This Week Get Our Figures.
IN 5 TUB AND 15 PAIL LOTS.
F. W. FEARMAN - HAMILTON

firm at $11 to $11.25 for No. 1 and $10 to $10 50 for No. 2, on track.

CHEESE AND BUTTER.

The cheese market continues heavy and it is difficult to say whether prices are to go much lower or not this season. Of course the pessimists contend that the bottom has not yet been reached by any means, predicting all sorts of low figures. It may be admitted, however, that the make this season is going to be a large one, for though the flush is still some weeks away, yet the receipts are very large. On spot to-day prices were nominal, but the equivalent of 9c. was paid in the country, so that 9 to 9¼c. is still the range. Mail advices of the 15th from Great Britain state that consumptive demand has been of a steady character, but that the shipments of new cheese on the way across is exerting its influence on buyers. Bristol reports of the date mentioned stated that finest new Canadian fodders were being offered prompt shipment there at 49s. c.i.f.

The butter market rules much the same. In the country it is learned that, owing to competition between buyers, some pretty full prices were paid in the Townships. The figures paid, however, were entirely unwarranted by the legitimate position here, as more was paid in the country than it is possible to realize here. We quote a range of 16 to 16½c. There is no indication of any enquiry for export, and shippers don't anticipate any until they are able to offer genuine grass creamery, which they cannot do at present.

MONTREAL NOTES.

Cables on raw sugars have been easier, but the fact has not affected local prices.

Cables on Barbadoes molasses have continued easy on the basis of a first cost at the Islands of 6 to 6½c.

The St. Lawrence sugar refinery has shut down temporarily to work off some of the accumulation of refined stock on hand.

Offers of new molasses have been made here in cargo lots on ship's account, first at 23c., and the offer has been reduced to 22½c.

Americans have continued active buyers of Japan, Ceylon and black teas here, but business was not large owing to the fact that the stock to deal in was limited.

Cables from India state that the demand in Burmah for rice on Indian account will last for at least two or three months more, and tend to keep prices high for the balance of the season.

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

KEEP ONLY THE BEST
For your customers.
It pays in the long run.
BROCK'S BIRD SEED

Is admittedly the cleanest and best on the market.
ALL WHOLESALERS . .
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

LONG CLEAR **BACON**
Roll Bacon, B. Bacon,
Hams, Pure Leaf Lard
WRITE FOR PRICES
The **WM. RYAN CO.** Ltd.
Pork Packers, TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

PICNIC HAMS
Are the best value in the market to-day, and "MAPLE LEAF" Brand is the best in quality, cut and cure.
Write for prices.
D. GUNN, BROS. & CO.
Pork Packers
76-80 Front Street East, TORONTO

FANCY ORANGES
All Varieties
Extra Fancy Lemons, Finest Bananas Grown, Pineapples, Strawberries, Tomatoes, Etc., Arriving daily.
HUGH WALKER & SON
GUELPH, ONT.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., May 27, 1897.

BUSINESS during the week has shown some improvement, but the weather here and through these provinces has been bad, being cold and wet, and farmers have as yet done very little. Last spring it was too dry. Markets show but little change. In cream of tartar there is a slight advance, but the price is still low. It is a hard market to keep track of. In rice about all our merchants, since the change of duty, have ordered from England. The price is quite high and market is advancing. In grocery lines now many more lines than ever before are being put up in packages. A New York house offers evaporated apples in 1-lb. cartoons. There has been a complaint here that some packages, said to contain one pound, do not do so. Retail dealers should watch this and not allow even a cut in prices to influence them to handle short-weight packages.

OIL—The demand for lubricating oil tends lighter, but is still good. That for burning oil is very light. Lard oil is held firm owing to light receipts. It is difficult to get best quality. We quote : Best American burning oil, 18½ to 19c.; Canadian, 17¼ to 18c.; prime, 14½ to 16c.

SALT—Market is dull. Dealers are feeling the effect of the large importations during the winter with which they filled up all the trade. Fine salt shows a better movement on account of the starting of the dairy business. Stocks in all lines are large. We quote : Coarse, 43 to 45c.; Liverpool factory-filled, 95c. to $1; Canadian fine, 95c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each ; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz.

CANNED GOODS—Packers west report corn firmer and stock of tomatoes light and peas higher. This market works up slowly, goods being sold as low as they could be replaced. Owing to the low prices last fall the importations were rather larger than usual. Gallon apples continue to show better demand, price ruling low. Local packed sardines show a better sale. The demand is chiefly from the west. Some of our leading wholesalers are now selling canned meats, oysters, etc., under their own labels. Market is still bare of lobsters. We quote : Corn, 65 to 70c.; peas, 80 to 85c.; tomatoes, 85 to 90c. ; gallon apples, $1.75 to $1.80; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50 ; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.40 to $1.50 ; peaches, 3's, Canadian, $2.75 to $3 ; 2's, $1.75 to $1.85 ; American, 3's, $2 to $2.25 ; pineapple, $2.25 to $3 ; salmon, $1.25 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.15 to $1.25 ; clams, $5 for 4 doz ; chowder, $2.60 to $2.75 for 2 doz. ; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—Business continues active. Bananas are a large sale, but hardly equal to last year. The sale of oranges keeps active, but the quality begins to be against it. The price has helped the sale, for while it keeps going up, it is still lower than usual at this season. Lemons show good demand at even prices. California oranges and Cape Cod cranberries are out of the market. Apple trade is about over. Rhubarb has come in more freely than was expected. The native has taken the place of the American. Pineapples have better sale at lower prices. Strawberries tend lower, and therefore find freer sale. Cucumbers and tomatoes have but fair demand. We quote : Messina lemons, $2.50 to $3.25; oranges, Valencia, $6 to $6.50 ; bananas, $1.50 to $2.25 ; apples, $1.50 to $3 per bbl.; lettuce, 50c. per doz.; pineapples, 10 to 15c.; rhubarb, 2 to 2¼c. per lb.; strawberries, 16 to 18c.; cucumbers, $1 per doz.; tomatoes, $3 per crate.

DRIED FRUIT—Trade continues dull. There is a little life in currants, as they are scarce and higher. Quite a large shipment came forward this week direct from Greece in barrels, chiefly to be used after cleaning for packing in cartoons. Evaporated apples continue to arrive, while the market is firmer. There is quite a stock of dried here, which holders would sell low. Prunes keep low. A shipment of Bosnias arrived this week. Small lots of Californias keep coming in ; also small lots of muscatel raisins. The market is easier. In onions price is firmly held. Bermudas are scarce. We quote : Valencias, 5¼ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, $1.75 to $2 ; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3 to 3½c.; evaporated apples, 4½ to 5c.; onions, 3 to 3¼c. per lb.; Bermuda onions, $2.50 per crate ; cocoanuts, $3.25 to $3.50 per 100 lbs. ; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8 to 8¼c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Market shows no change. It is supplied for some time, particularly with granulated. Prices rule easy, but show no change. We quote : Granulated, 4⅛ to 4¼c. ; yellows, 3¼ to 3⅝c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—Market is weak. There is quite a quantity moving. There is still some old here. Barbadoes finds light demand, though quite a quantity of new has been moved since the opening of the season. First cost is lower than ever known. Porto Rico has the trade and some very fine is offered. Some new St. Croix and Nevis is here, the latter in barrels. These grades could be bought low. We quote : Barbadoes, 24 to 26c.; Porto Rico, 27 to 28c.; New Orleans, bbls., 25 to 27c.; Antigua, 24 to 26c. ; syrup, 36 to 38c. ; St. Croix, 23 to 24c.

DAIRY PRODUCE—Eggs are low and not active. The retail price is down to three dozen for 25c. Butter keeps low, but the stock is light, and good butter is in demand. Stock of cheese keeps small. Local factories are now working and market will soon be well supplied and prices, which have kept high, will likely drop off a little, though coming on a bare market with prices well sustained in other places, there will not likely be much change. Prospects are for a large output. We quote : Dairy butter, 15 to 17c.; creamery, 19 to 20c.; prints, 20 to 21c.; eggs, 8 to 8½c.; cheese, 11½ to 12c.

FISH—The only business moving of any account is that in fresh fish, which is active. Haddock, which a short time ago had to be imported to fill the demand for smoking, are now being shipped west. Gaspereaux are a good fair catch. They are being chiefly pickled, and also sold fresh for bait. Shad are now running freely. Salmon are also coming in more freely, and this, which is one of our largest fresh fish trades, will soon be in full swing. Dry, pickled, and smoked fish are dull. Lobsters scarce and halibut easier. We quote as follows : Large cod, $3.25 to $3.30 ; medium, $2.75 to $2.80; pollock, $1.15 to $1.25 ; bay herring, $1.25 to $1.30 per half-bbl. ; smoked, new, 6 to 7c.; shad, half-bbl., $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 65 to 75c. per box ; Barrington, $3 per bbl. ; Shelburne, $3 per bbl.; lobsters, 4 to 12c. each, small ; gaspereaux, 50 to 60c.; halibut, 6½ to 7c.; smoked gaspereaux, 80c. per 100; smoked shad, $1.50 per doz.; fresh shad, 6 to 8c. each ; salmon, 20 to 22c. ; fresh haddock, 2 to 2½c.

PROVISIONS—Trade is quiet. Clear pork continues to be sold in this market low. In mess, stock is not so large, and there is a rather firmer feeling. Beef has a good, steady sale. Smoked meats, while firm, are beginning to show less demand. Lard seems to tend rather easier. We quote : Clear pork, $14 to $15 ; mess, $12 to $13 ; plate beef, $12 to $13 ; hams, 11½ to

Mess Pork
Long Clear Bacon
Hams Pure Lard

PARK, BLACKWELL & CO., Ltd.

Pork and Beef Packers,

TORONTO

Good Brooms

Good, because made well. Well made because the people who make them have too much at stake to risk their reputation with inferior quality or workmanship.

Established—1846. Fifty-one years of unvarying excellence in Broom Manufacturing!

Brushes
Brooms
Woodenware

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.

Coffee and Spices

Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

T. A. LYTLE & CO'S

Wine Vinegar, Malt Vinegar, Pickles, Catsup, Jams, Jellies and Marmalade

Are sold by Grocers throughout Canada.

FACTORY AND WORKS:

Richmond St. W., Toronto.

VALENCIAS

SELECTED
FINE OFF-STALK
OFF-STALK

Special quotations for round lots.

WARREN BROS. & CO.

TORONTO.

DO YOU WANT

COCOANUT?

Packages or Bulk

If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

The Coffee
with a
PAST
PRESENT
FUTURE

Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

CASTILE ...SOAP

Imported "Pure" Mottled.

A Shipment just to hand.

PERKINS, INCE & CO.

TORONTO.

EAST INDIA PICKLES

The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards & Co.

Agents

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

12½c.; rolls, 8½ to 9c.; pure lard, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL — Flour shows little change, and that little is on the downward side, particularly Ontario. Oatmeal and oats, while the demand is but fairiy active, prices tend higher. Cornmeal, while ruling low, is off another 5c. this week. Our local mills, while getting the city trade, find it difficult to hold the outside business. Like the flour business, it seems to be slipping away. Beans, while higher outside, show little change here. Stocks are large. In barley the feeling is easier. Seeds have still a good sale, but the season is getting late. Feed keeps high, particularly bran. We quote: Manitoba flour, $4.85 to $5; best Ontario, $4.50 to $4.60; medium, $4.30 to $4.40; oatmeal, $3.25 to $3.30; cornmeal, $1.75 to $1.80; middlings, car lots, in bulk, $15 to $16; bran, do, do, $14.50 to $15; hand-picked beans, 85 to 90c. prime, 70 to 80c.; oats, 32 to 33c.; hay, $11.50 to $12.50; barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50; timothy seed, Canadian, $2 to $2.25; do. do., American, $1.75 to $2; clover, 8¾ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

A. L. Goodwin is this season importing his bananas by rail rather than by steamer, as usual. He receives one car each week or about 500 bunches.

James Dillon, commission merchant, South Wharf, has suspended payment.

Steamer Campania from Charlottetown last Friday took away 1,000 cases eggs.

Steamer Hiawatha is now making her regular weekly trips to Basin of Minas ports.

Lobster fishing at Richibucto has been good during the week, one boat landed 2,500 in one day.

Baird & Peters, one of our largest wholesale grocery firms, have adopted private labels for a number of canned goods lines. The labels are handsome.

About 2,500 casks of molasses have so far been imported into this market, about half of which has been Porto Rico. The larger part of the balance is Barbadoes.

Steamer Nor from Charlottetown to England last week carried 100,000 bushels of oats for Carvell Bros. Five barkentines are chartered to load oats at this port, taking 30,000 bushels each.

W. F. T. Harrison, son of W. F. Harrison, has taken the old stand of W. F. Harrison & Co., where he is conducting a grocery business; also warehouse business, both bonded and free.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

THE sales of "Blue Ribbon" teas have been increasing nearly 50 per cent. each month. The printing of the retailer's name on each package offers a further inducement besides the quality to the grocers to handle it. It is put up by G. F. & J. Galt, 42 Scott street, Toronto. The price is such as to suit the purchaser.

"Silico" is for sale by the Eby, Blain Co., Ltd.

T. Kinnear & Co. are offering selected Valencia raisins at low prices.

H. P. Eckardt & Co. have received samples of new season Japan teas.

Several shipments of Ceylon teas arrived this week for the Eby, Blain Co., Ltd.

The Davidson & Hay, Ltd. report large sales for their pure jams in pails and glass.

Dawson & Co. will have another shipment of Valencia oranges before the week is out.

Retailers will find a fine assortment of Valencia and California raisins at Laporte, Martin & Cie's. Canned fruits of best known

IMITATORS

cannot produce anything to resemble it in any way.

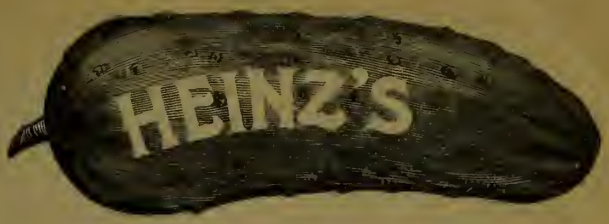
It is the only perfect Cheese on the market for

Cottage, Cruise, Camp and Palace

For sale by all reputable grocers.

A. F. MacLAREN & CO.

TORONTO, CANADA.



Pickles.

ANOTHER REASON why Heinz's Baked Beans with Tomato Sauce is popular :—

It is known by millionaire and mechanic alike as a delicious, nutritious and enjoyable dish.

Other Popular Specialties

SWEET PICKLES **TOMATO CHUTNEY**

INDIA RELISH **TOMATO KETCHUP**

ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark

H. J. HEINZ Co. KEYSTONE PICKLING & PRESERVING WORKS TRADE MARK PITTSBURG, U.S.A.

brands are offered at what are claimed to be bargain prices.

Demerara sugar is moving out well with the Davidson & Hay, Ltd.

"Sterling" brand pickles put up by T. A. Lytle & Co. are finding ready sale.

A shipment of soft-shelled almonds is in stock this week with the Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., report large sales of Clark's canned meats and potted delicacies.

Fresh shipment of Bachert's coffee extract arriving this week for the Davidson & Hay, Ltd.

A lot of "Lion" extracts in the large round 10c. bottles is in store with T. B. Escott & Co.

The Davidson & Hay, Ltd. have shipments of malt vinegars, in bulk and glass, arriving this week.

"Kola" coffee is now in stock with Lucas, Steele & Bristol. Their travelers have samples of it.

"The 'Mogul' and the 'Pearl' are handsome wheels ; a shipment arriving," say T. B. Escott & Co.

"Jubilee" is a new brand added to Challond & Jenks' long list of summer drinks. Lucas, Steele & Bristol sell it.

McWilliam & Everist received a carload of Florida tomatoes on Tuesday. It was the first carload to arrive this season.

In view of big advance abroad, Lucas, Steele & Bristol's prices for currants and raisins are very cheap.

The Eby, Blain Co., Ltd., are offering a novelty in wooden toothpicks in cases 100 packages to retail at 5c. per package.

A carload of "Puritan" vinegar, halves and barrels, white wine, cider and "Silver Dew" pickling, is to hand with T. B. Escott & Co.

Park, Blackwell & Co report a low price in butter. Owing to the large quantity coming in they would advise the packing of good quality.

H. P. Eckardt & Co. have now a complete new stock and are doing business as formerly. Travelers are all on their respective routes.

The fancy assortment of "Circle" tea, packed by Lucas, Steele & Bristol, contains black and mixed of "4-bar" and black of "5-bar," pounds and halves.

T. B. Escott & Co. have just received two carloads of pure lard, bought at the lowest point the market touched. "We offer at great bargain," writes the firm.

The Eby, Blain Co., Ltd., report the arrival of a shipment of Crosse & Blackwell's goods, consisting of pickles, marmalade, capers, essence of anchovies, sauces, soups, vinegar, curry powder and lucca oil.

A. P. Tippet & Co. report a very active demand for Lazenby's soup squares this spring.

Since the spring sampling in Montreal the demand for Knox gelatine has been of a most satisfactory character.

The Davidson & Hay, Ltd. are showing samples of new season's Japan teas. The shipment is due to arrive in about a week.

Laporte, Martin & Cie. are offering a choice lot of Barbadoes molasses ; also Antigua, extra choice quality, and New Orleans, at lowest price on market.

Grocers who have "Ralstonite" customers will be pleased to see by James Turner & Co.'s ad. in this issue that they are reducing the price of the Ralston Health Club cocoa to 45c. per pound. This will allow this brand to be retailed at 30c. per tin and pay the grocer a fair margin.

Besides several shipments of the "Arctic" refrigerator to the west, two have recently been placed on the steamer Persia, and two handsome ones have been supplied to the Wm. Davies Co. Except for some changes in the panels, etc., there is no difference in this year's construction from those built by Hillock & Co. last year.

THE MAN AND THE OPPORTUNITY.

HISTORY furnishes thousands of examples of men who have seized occasions to accomplish results deemed impossible by those less resolute. Prompt decision and whole-souled action sweep the world before them.

True, there has been but one Napoleon ; but, on the other hand, the Alps that oppose the progress of the average American youth are not as high or dangerous as the summits crossed by the Corsican.

Don't wait for extraordinary opportunities. Seize common occasions and make them great.

On the morning of September 6, 1838, a young woman in the Longstone Lighthouse, between England and Scotland, was awakened by shrieks of agony rising above the roar of wind and wave. A storm of unwonted fury was raging, and her parents could not hear the cries ; but a telescope showed nine human beings clinging to the windlass of a wrecked vessel whose bow was hanging on the rocks half a mile away. "We can do nothing," said William Darling, the light-keeper. "Ah, yes, we must go to the rescue !" exclaimed his daughter, pleading tearfully with both father and mother until the former replied : "Very well, Grace, I will let you persuade me, although it is against my better judgment." Like a feather in a whirlwind the little boat was tossed on the tumultuous sea, and it seemed to Grace that she could feel her brain reel amid the maddening swirl. But borne on the blast that swept the cruel surge, the shrieks of those shipwrecked sailors seemed to change her weak sinews into cords of steel. Strength hitherto unsuspected came from somewhere, and the heroic girl pulled one oar in even time with her father. At length the nine were safely on board. "God bless you ; but ye're a bonny English lass !" said one poor fellow, as he looked wonderingly upon this marvelous girl, who that day had done a deed which added more to England's glory than the exploits of many of her monarchs.

A cat-boat was capsized in 1854 near Lime Rock Lighthouse, Newport, R.I., and four young men were left struggling in the cold waves of a choppy sea. Keeper Lewis was not at home, and his sick wife could do nothing ; but their daughter Ida, twelve years old, rowed out in a small boat and saved the men. During the next thirty years she rescued nine others at various times. Her work was done without assistance, and showed skill and endurance fully equal to her great courage.

"If you will let me try, I think I can make something that will do," said a boy who had been employed as a scullion at the mansion of Signor Faliero, as the story is told by George Cary Eggleston. A large company had been invited to the banquet, and just before the hour the confectioner, who had been making a large ornament for the table, sent word that he had spoiled the piece. "You !" exclaimed the head servant, in astonishment ; "and who are you ?" "I am Antonio Canova, the grandson of Pisano, the stone-cutter," replied the pale-faced little fellow.

"And, pray, what can you do ?" asked the major-domo. "I can make you something that will do for the middle of the table if you'll let me try." The servant was at his wit's end, so he told Antonio to go ahead and see what he could do. Calling for some butter, the scullion quickly moulded a large crouching lion, which the admiring major-domo placed upon the table.

Dinner was announced, and many of the most noted merchants, princes and noblemen of Venice were ushered into the dining-room. Among them were skilled critics of art work. When their eyes fell upon the butter lion, they forgot the purpose for which they had come, in their wonder at such a work of genius. They looked at the lion long and carefully, and asked Signor Failero what great sculptor had been persuaded to waste his skill upon a work in such a temporary material. Faliero could not tell ; so he asked the head servant, who brought Antonio before the company.

When the distinguished guests learned that the lion had been made in a short time by a scullion, the dinner was turned into a feast in his honor. The rich host declared that he would pay the boy's expenses under the best masters, and he kept his word, but Antonio was not spoiled by his good fortune. He remained at heart the same simple, earnest, faithful boy, who tried so hard to become a good stone-cutter in the shop of Pisano. Some may not have heard how the boy Antonio took advantage of this first great opportunity ; but all know of Canova, one of the greatest sculptors of all time.—Pushing to the Front.

LAPORTE, MARTIN & CIE.

Agents for

IMPORTERS AND WHOLESALE GROCERS

P. Richard's Brandy Mitchell's Scotch and Irish Whiskeys

Vve Amiot Champagnes

72 to 78 St. Peter Street, MONTREAL

McLAREN'S

is Honest Goods and just the Thing on Which to make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers Make a point of Keeping it always in Stock.

JUBILEE BAKING POWDER

25 OUNCES
25 CENTS

Absolutely Pure and Wholesome

SOMETHING NEW !

—And it is going with a rush. Orders are coming in just about as fast as we can fill them, and the trade find they have a good thing in . . .

Jubilee Baking Powder

It is guaranteed perfectly pure, and sells at a popular price.

25 Ounces - 25 Cents

2 DOZEN IN CASE. SEND FOR TRIAL ORDER.

THE TORONTO COFFEE & SPICE CO. LTD.

H.H. SUYDAM. PRES. J.D. ROBERTS. VICE. PRES. J.A. WATSON. SEC.

KEEPING MACKEREL.

NEARLY every retail grocer has experienced disappointment at one time or another in the keeping qualities of mackerel, and not a few have been inclined to blame the packer or jobber. For this reason they have limited their purchases and often found their stock inadequate to meet demand. The fault is not with the packing or the jobber, but with the retailer, who does not exercise sufficient care with the fish after he places them in stock.

A writer in The Grocery World gives some information on the subject of keeping mackerel, which is well worth preserving. He says :

Keeping mackerel is a very simple matter when you know how. Many grocers buy a barrel of mackerel and allow the brine in which the fish are submerged to leak away or evaporate, leaving the fish dry. Under these circumstances mackerel will invariably grow rusty. The cause of this is that in the absence of brine the natural oil of the fish comes to the surface and granulates, so to speak, or gathers on the surface and discolors. While mackerel in this condition are not necessarily inferior to non-rusted fish, they are unpleasant in appearance to the average consumer, and as a rule great difficulty is experienced in working them off.

Mackerel kept covered with the proper sort of brine will never rust. Indeed, they should keep in perfectly good condition for a year if properly taken care of. Never allow the brine in which the fish are packed when the barrel reaches you to escape, and always keep enough in the barrel, so that the fish are entirely submerged in it. Sometimes the brine escapes without the grocer's knowledge. When this is so more should be made and immediately supplied. The proper way to make brine is not to sprinkle salt on the fish and add water, as many grocers do, for this method will spoil the mackerel nine times out of ten. It should be made in a bucket or cask, a mixture of coarse salt and water being made sufficiently strong to float an egg or potato. This should then be poured over the fish.

WHERE NOTHING IS EVER SOLD.

In Bainbridge, Geauga County, O., not far from Cleveland, is the queerest country general store I ever ran across, says a writer in a Chicago paper. Bainbridge is a small hamlet, but the store is as large and as well stocked as the average suburban store. It is kept—that is precisely the word for it—by an old widower, who has no relatives in that section of the country. When the civil war began he was running a flourishing general store in Bainbridge, and made money rapidly during the succeeding four years. When peace was declared prices, which had been greatly inflated, took a sudden drop. The old fellow believed that this would be followed by a boom which would send prices skyward again, and refused to sell his goods for less than he paid for them. Down went the prices—down, down, down—and finally he was forced to close his store for want of purchasers.

To-day his store stands almost exactly as it did thirty years ago. It is stocked with such goods as are usually found in country stores, but, of course, the stock is now practically worthless.

Every day the old man opens up the place to give it an airing. He is there, too, for business, if anyone chooses to buy what he has to sell, and is willing to pay what he asks.

"Why, sir," he said to me, "some of the calico I've got here cost me sixty-five cents a yard in 1867. Wouldn't I be a fool to sell it for five cents ?"—Chicago Times-Herald.

AGAIN READY FOR BUSINESS.

Mr. W. Clark, Montreal, who was burned out some time since, is now in a position to fill all orders without delay. Although crippled for two weeks he has made arrangements which will enable him to fill at once all orders received during that time, and at the same time keep up with his regular business. He reports large sales of tomato soup, put up in 1-quart cans.

MANITOBA MARKETS.

WINNIPEG, May 27, 1897.

THE state of trade is practically same as last week. There is no rush, but business is fair and steady. Contrary to expectation, butter is scarcer than last week and the price is up, but this is, no doubt, but a temporary rise.

TOBACCO—The Macdonalds, of Montreal, still maintain the advance of 14c. and refuse to sell in bond. Tuckett, of Hamilton, is not quoting regularly at present. Two or three carloads have been bought during the past week and, of course, the dealers will ask the advance of 14 to 15c. all round.

DRIED FRUITS—Currants are now selling at 6¼c. per lb. and may go higher. Raisins, $2.20 per box for Valencias; prime off-stalk, $1.80 to $1.90 per box.

CANNED GOODS—Future packs of peas are now being offered by some Ontario factories. Tomatoes are still $1.90 per case.

BUTTER — Scarce and demand brisk; price, 16 to 17c.; choice dairy, 18c. per lb.

EGGS—Plentiful, but still high, the last week's price of 10c. being maintained. The sales of the early part of the week were made at 11c., but this price only held for two days.

CHEESE—Whole stock held by one house, which shows no disposition to sell under 10½c.

CURED MEATS—Market firm and demand good. Hams, assorted, 10½ to 11c.; breakfast bacon, bellies, 10½ to 11c.; do. backs, 9½ to 10c.; short spiced rolls, 7½ to 8c.; shoulders, 6½ to 7c.; long clear, 7½ to 8c.; shoulders, 5¾c.; boneless shoulders, 6½ to 7c.

LARD—20-lb. pails, $1.70 to $1.75; $4.25 for 50-lb. pails.

VEGETABLES—Potatoes grow scarcer, and are quoted on the street at 40 to 50c. per bushel; carload lots, 40 to 45c.

COFFEE — Market for Rios is dull, with price down to 16½c.; Javas, 30 to 35c.; Mocha, 37c.

A MACKEREL NOVELTY.

One of the Boston fish houses is introducing in this market a novelty in the mackerel line. It is termed "spiced Hamburg mackerel," and consists of five-pound wooden pails, filled with small mackerel very highly spiced.

Spiced mackerel are not entirely unknown, although they are in the way the idea has been carried out in this case. Small mackerel are used, being soaked for several days until all saltiness has disappeared. They are then packed in vinegar together with slices of lemon, onions, cloves, allspice and various other spices of the same sort. The result is an entirely new wrinkle, and presents a not altogether displeasing flavor. The idea is to eat the fish cold, in which it somewhat resembles soused mackerel. The cost to the retailer is about 75c. per pail, and it retails for about $1.—Grocery World.

ECKARDT'S SALVAGE SALE.

THE salvage sale of groceries of H. P. Eckardt & Co., which closed last week, was probably the largest sale of the kind ever held in Toronto, about $60,000 worth of goods being disposed of. The attendance was fairly good, particularly on the first two days.

Fair prices were obtained for the small lines, but the staple lines went at very low figures.

Here are some of the lines sold and the prices obtained: 300 boxes C. & B. lemon peel, free from damage, 6½c. per lb.; cleaned Filiatra currants, 3½ to 4¼c.; 100 cases Hallowee dates, 3¾c.; 1,000 boxes Arguimbau's selected Valencia raisins, 2½c. per lb.; 100 bags choice apricots, 2⅜c.; 75 bags of egg plums, 1c. per lb.; 3,000 cases of tomatoes, 55 to 64c. per doz.; 1,500 cases corn, 40 to 45c.; 384 cases Lakeport gallon apples, $1.01 per dozen; 281 cases 3-lb. apples, 42c. per dozen; 151 cases Flemish Beauty pears, 2-lb. tins, 60c. per dozen; 82 cases blue damson plums in heavy syrup, 80c. per dozen; 62 cases Orleans plums, 2-lb. tins, 75c. per dozen; 50 cases apricots, 3-lb. tins, $1.30 per dozen; 25 cases mackerel, 90c.; 500 cases salmon, 90 to $1.05 per dozen; 94 cases sardines, imported, ¼ tins, 3¾c. per tin; 30 bags Marbot walnuts, 3¾c. per lb.; 200 Aylmer tomato catsup, 42c. per dozen; 5 cases Eleme figs, 10 and 20 lb. boxes, 2½c. per lb.; 100 bags white beans, 42c. per bushel; 100 caddies of "Prince of Wales" tobacco, 7's, 55½c. per lb.; 100 caddies "Brier," 55c. per lb.; 75 boxes and 78 bags natural figs, 2c. per lb.; 200 cases large French prunes, 70's to 80's, 2c. per lb.; 25 boxes Oregon prunes, 40's to 50's, 4c. per lb.; 500 cases of tea at from one-half to two-thirds their value. The sugar stored in the burned building was sold by private sale to confectioners for manufacturing purposes.

There were in all 719 lots put up, and as the sale was without reserve everything was cleaned up. The goods sold are estimated at one hundred carloads. H. P. Eckardt & Co. are now starting off with a new stock of goods. The new stock is already complete with few exceptions.

The firm was compelled by the underwriters to take over the goods at an appraisement of the damage, and in order to dispose of them quickly recourse was made to the auction mart. Three catalogues and two supplementaries were got out for the sale.

ARTICLES FOR SALE.

FOR SALE, UNDER PRICE, A NO. 79 CHEQUE Printing National Cash Register; in use but a very short time; will be sold on account of the former owner going out of business at $75 less than the amount paid for it; guaranteed in perfect condition. Blanchard & Co., Windsor, N.S. (t.f.)

IF YOU WANT TO
ADVERTISE anything, ANYWHERE
in Canada, we can do it for you.
MacLEAN PUBLISHING CO. Ltd.
ADVERTISING DEPARTMENT
MONTREAL - - TORONTO

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Asphalt Footpaths, etc., Public Buildings, Ottawa" will be received until Monday, 31st instant, for the construction of Asphalt Footpaths, etc. required at the Public Buildings, Ottawa.

Plans and specifications can be seen and form of tender and all necessary information obtained at this Department, on and after Saturday, 22nd instant.

Persons are notified that tenders will not be considered unless made on the printed form supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted bank cheque, made payable to the order of the Honourable the Minister of Public Works, equal to five per cent. of amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
E. F. E. ROY,
Secretary.

Department of Public Works,
Ottawa, May 18th, 1897.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (22)

REFRIGERATORS
of all kinds and all sizes.
GROCERS' REFRIGERATORS
a specialty. Do not order for this season before examining our lists.
EUREKA REFRIGERATOR CO.
Noble St., Toronto

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.
Send for Catalogue and Price List.
C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL.

CANNED TOMATOES IN THE U.S.

THE N. Y. Journal of Commerce of the 21st inst. said: "The market for canned tomatoes is generally claimed to be in better shape statistically than it has been at this season for many years past. Most of the cheap stock which has been seeking an outlet with a demoralizing effect upon market values has been cleaned up by recent purchases, it is reported, and as a result a stronger feeling has been developed. However, progress toward higher prices is slow, partly because the speculative demand which has in past years been a prominent feature of the trade at this season is wholly lacking this year, the purchases made recently and such business as is now going on in spot goods being to cover actual needs of consumption.

"Another reason for the slow recovery of the market is said to be the continued offerings of small lots from various sources, some coming from packers who are in need of ready money for the coming season and others and perhaps the larger number from people who had made advances on the goods and are now anxious to realize. It is claimed that a considerable proportion of this cheap stock is of inferior quality. Hence it is finding a limited outlet and the pressure to dispose of it, which increases with the nearer approach of the new packing season, helps in connection with the present moderate wants of consumption to keep down the prices of the comparatively small remaining stocks of more desirable goods.

"Nevertheless, holders of the latter are more confident of the future than they were apparently a week or two ago, as new goods will not be on the market for some months to come, and even at the present rate of consumption the balance of the old stock will, they believe, be needed. It is reported that of late there has been a considerable demand for fancy packed tomatoes for forward delivery, as these goods are wanted by consumers, and little, if any, of the former pack remains."

FAITH IN BUSINESS.

Faith in the foundation of business. It is an essential asset to every bank and mercantile house in existence. Many a thriving business and successful enterprise has been carried through dark days of reverse on no other capital; and without such capital the markets of the world would soon come to a standstill. I have known men whose ruin has been brought about by some little insinuation relative to their credit—the business equivalent for trustworthiness. The loss of public faith has brought the darkest reverses to the richest of corporations, and even nations have felt the ruin which it entails.—Moody.

"GOOD LUCK" BROOM.

The H. A. Nelson & Sons Co. have added two desirable lines to their regular assortment of brooms, and have called them the "Good Luck." The one dollar line is sewn with four strings, two and two, i.e., two close together and two farther down, making a good, serviceable broom and adding considerably to their appearance. The two-dollar line is a shorter broom. It also is sewn with four strings, but they are all close together. Both lines are made of the finest quality, carefully selected brush. They have also the firm's new fancy striped handle. Up to the present they have been able to meet only the city trade, but will soon be in a position to supply all their customers throughout the country, who would do well to immediately send in orders.

FLORIDA PINEAPPLE CROP.

A conservative estimate of the Florida pineapple crop for the present season, including the Keys, is 150,000 barrel crates, 300,000 standard crates. The large output is placed on the market in a period of two or three months. The natural increase from year to year is 50 per cent. If this business can remain in a prosperous condition the increase will be much more rapid and there will not be a dearth of the fruit during its season in any of the markets of our country, though all foreign fruit should be excluded.—Titusville (Fla.) Star.

MOLASSES

Now unloading from the brigantine "Irma":

543 puncheons Barbadoes Molasses
(S. P. Musson, Sons & Co.)
54 tierces Barbadoes Molasses
70 half-tierces Barbadoes Molasses

The quality of this Molasses is A 1, the packages all new and in first-class condition.

We deliver f.o.b. boats. Special prices for shipments from the wharf.

L. CHAPUT, FILS & CIE. - MONTREAL

HIS IDEA OF REST.

A business man accustomed to hard work for many years usually finds idleness irksome. Men who have been actively in the harness, as a rule, do not like to retire, although retirement in old age is the goal of the average worker. A successful Chicagoan, who has reached sixty years, said to me the other day: "I am going to quit. I have worked for thirty years without a week's vacation; now I am going to rest for thirty years. I have earned every dollar I possess; now I intend to spend and stop worrying about accumulating it."

I applauded this determination and inquired how he intended to spend his leisure.

"I have bought a homestead in Blank," he said, naming a small Michigan town, "and I shall remove there with my family and simply wallow in idleness and contentment!"

"But how will you pass your spare time?" I insisted.

"Well, I'll hunt and fish," he said.

"Good—but that will not keep you busy the year round," I ventured.

"No, but I shall read. I'll take all the papers, I will get together a little library, too."

"Will that occupy all your extra time?"

"Oh, I shall walk about a good deal, I dare say. Exercise—you know—great thing for an old man."

"Is that your entire programme?"

"N-no; not exactly," he said, hesitatingly. "I'm going to organize a private bank down there and manage it."—Chicago Times-Herald.

THE MERCHANT WOULD NOT BITE.

Sharpers are trying to make money easily for themselves out of the gold mine boom. A few days ago a well-known merchant received a letter from Sandon, B.C. It was addressed correctly, but when he opened it he was surprised to find that it began "Dear Harry," while his name is George and was correct on the envelope. The letter appeared to be a confidential communication from the sender, to a personal friend, advising him of a particularly good find in the gold region and advising him to get up a company and send out an expert. The Simcoe man at first thought it a great chance, but when he began to reflect he concluded that it was a game. The "mistake" in putting the confidential letter into his envelope had evidently been intended to lead him on. The letter was very cleverly written, but disguised in poor writing and occasionally bad spelling. Probably others have received similar letters.

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

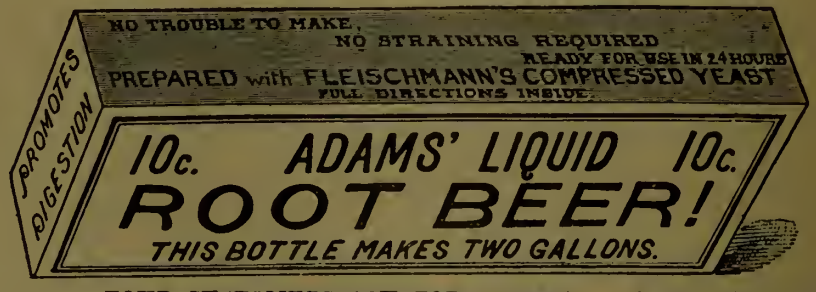
GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

ADAMS' GINGER BEER IS DELICIOUS.



ORDER NOW

YOUR CUSTOMERS ASK FOR ADAMS'. 10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.

Dominion Agents. 38 Front St. E., Toronto, Ont.

Crosse & Blackwell

CELEBRATED FOR

Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.

—SOLD BY—

All Grocers in Canada

RETURNED
Sept 27/97
J. M. A.

CHASE & SANBORN'S LATEST NOVELTY.

CHASE & SANBORN, the big coffee dealers, continue to take a great interest in their customers. They are not content with placing their coffee on the shelves of all the best merchants in Canada. They go further: they assist them in disposing of it by schemes which draw consumers to their stores. Having got a customer in, it is the fault of the salesmen if she leaves without purchasing.

Their Brownie Book was a great hit. It brought people in hundreds to the stores which gave them away. Many new customers were thus secured. The "snap shots" and "grocers' aprons" were also good things in their way. Their latest promises to be the best hit yet. It is a little book giving thirty-six tricks and puzzles, and explaining how they are done. They are specially suited for after dinner. Above is a reproduction of the front cover. It is printed in several colors. The inside is most artistically and attractively gotten up in three printings. For both appearance and contents copies are likely to be largely sought after. There is no advertising connected with the booklet's contents, but the back cover shows a reproduction of a can of coffee.

Any reader of THE GROCER wishing a supply for distribution may have them by asking his wholesale house or by applying direct to Chase & Sanborn, Montreal.

Whether this particular brand of coffee is handled or not, the distribution of these "trick books" will awaken an interest in the store where they are given away. They are certain to arouse the curiosity of the younger people, and, through them, their parents. Children will take their copy of the booklet to school, and they will thus interest the whole neighborhood in the tricks, just as people went crazy over the Fifteen puzzle a few years ago. The following are a few of the puzzles :—

WITH ELEVEN MATCHES.

Required, so to place them as to make nine of them.

WITH NINE MATCHES.

Required, so to place them as to make three dozen of them.

WITH NINE MATCHES.

Required, so to place them as to make three and a half dozen of them.

WITH THREE TOOTHPICKS.

Required, so to lay them on the table as to make four of them.

WITH THREE TOOTHPICKS.

Required, as to lay them on the table as to make six of them.

WITH THREE WINE GLASSES AND THREE MATCHES.

Required, with the three matches, to form a bridge between the three wine glasses strong enough to support a fourth wine glass.

N.B.—Each match must rest on one glass only, and touch such glass only at a single point.

The booklet gives the illustrated answers to these and each of the thirty-six other puzzles and tricks.

WE ASK YOU.

for the first order. You'll ask us for the second.

PEOPLE WHO GIVE

Appleton's Teas

a fair trial, form a strong attachment for them and want them always. Thus their trade steadily increases. If you are not handling these teas drop us a card and we will send samples and quotations. We want one good representative in every town in Canada. Are you open for business?

Canadian Agents { **Thompson & Thompson, Front St. East, Toronto**
Frank Magor & Co., St. John St., Montreal

GILLARD & CO., London, Eng.

Manufacturers Of

Gillard's New Pickle

Packed 2 dozen in case.
Single case lots, $3.40.
5 case lots, $3.30.

Gillard's New Sauce

A most delicious relish, prepared only from the finest Eastern and English vegetables and spices.

Single dozen lots, $1.90.

Barrel lots of 12 dozen, $1.75.

The highest-class goods of their kind, without the shadow of a doubt.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

OUT-DISTANCING ALL COMPETITORS

are the Teas of

India and Ceylon

Their purity, aroma, cleanliness, flavor, and drawing qualities are unrivalled.

The world now knows that

India and Ceylon Teas

are the BEST.

Grocers

Use Ceylon and India teas and increase your tea trade.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE premises of Martin, Elliott & Co., grocers, Montreal, are closed and the landlord is in possession.

J. C. Leclerc, general merchant, Quebec, is offering to compromise.

D. St. Amour, general merchant, Comber, has assigned to Robert Pinchin.

Neil McNeil, general merchant, St. Paschal, Que., is offering to compromise.

McLeod & Jardine, general merchants, Mount Stewart, P.E.I., have assigned.

W. Fry, general merchant, Sequin Falls, has assigned to E. J. Henderson, Toronto.

Leon Lambert, general merchant, Halifax South, has compromised at 70c. on the dollar.

Mr. Laroche, flour and grain merchant, Quebec, is in financial difficulties. He owes about $28,000.

Simeon W. Croft, general merchant, Broad Cove, N.S., is offering to compromise at 25c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

T. H. Mallette & Co., grocers, Montreal, have dissolved.

Trent Valley Creamery, Campbellford, has dissolved. T. G. Gillespie continues.

Chase & Sanborn, wholesale teas and coffees, Montreal and Boston, have dissolved. Henry P. Smith retires.

H. L. Harrison and Sydney St. C. Jones have registered a co-partnership to carry on business at Belliveaux Cove as general merchants under the style of Jones Bros.

Thos. Harling and L. Bartlett have formed a partnership to carry on business in Montreal as dealers in hay, produce, etc., under the style of the Bartlett Compress Co.

SALES MADE AND PENDING.

Dudley & Co., cheese factory, Mansonville, Que., sold out.

Gordon & Ryan, fruits, etc., Hamilton, have been sold out by the bailiff.

Hiram Johnson, grocer and baker, Stouffville, is advertising business for sale.

The assets of Oscar Tessier, grocer, Montreal, are to be sold on the 28th inst.

The stock of E. Desilets, general merchant, Grand Piles, Que., has been sold at 61c. on the dollar.

CHANGES.

E. Crysler, grocer, Brantford, is selling out.

John Doyle has opened up a flour and feed business in Perth.

John C. Orr, crockery, etc., St. Thomas, is commencing business.

Joseph Garneau has opened a general store at Pont Rouge, Que.

J. M. Kennedy, grocer, Guelph, has been succeeded by T. Cleghorn.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

THE ARCTIC REFRIGERATOR

All sizes; sweetest, driest, coldest, with least amount of ice. Send for catalogue. . . . .

John Hillock & Co. 165 Queen St. E. Toronto

Jermie Lussier has opened a grocery store at Chateauguay Basin, Que.

G. A. Bingham, groceries and crockery, Aylmer, is closing up business.

John McLeod, general merchant, Quartz Creek, B.C., has removed to Ymir.

Marcus Taylor, general merchant, Mansonville, Que., is starting in business.

Thos. McIntosh, flour and feed, Toronto, is offering to compromise at 50c. on the dollar.

P. Jubinville & Co., teas and coffees, Montreal; Emma Donohue registered proprietress.

Patterson & Steeper, merchants, Nelson, B.C., have been succeeded by the Whitelaw Trading Co.

Waters Bros., groceries, boots and shoes, Dunnville, is advertising to close up and leave there.

A. Milloux has been registered proprietor of the business of Frere Martin, cigar manufacturer, Montreal.

The Davidson Co., Ltd., Neepawa, Man., has sold out to John Brown, late of Brown, Smellie & Co., Russell.

Wm. Parr, general merchant, Blackstock, is removing to Port Perry, where he has bought out M. Williams, liquor dealer.

DEATHS.

W. Vaughan, general merchant, etc., St. Martin's, N.S., is dead.

Joseph Barsalou, of Joseph Barsalou & Co., soap and candle makers, Mansonville, Que., is dead.

HANDLE BEST VALUES.

A grocer cannot do better than to handle the best values for the prices asked. The temptation to do otherwise is often great; but greater are the rewards of the grocer who resists the temptation. A consignment of canned corn, for example, is found on inspection to be of a superior quality. The dealer can sell the goods at 15c. and make the desired profit, or, because of the excellence of the corn, he can sell at a higher price. Shall he do it? "A bird in the hand is worth two in the bush;" but more than one grocer has found to his cost that, by so doing, he has frightened away the bird in the bush, and even the one in hand has managed to get away.—Ohio Merchant.

TWO THOUSAND PIGS.

A butcher residing in a country town was afflicted with a terrible lisp. One sale day, being suddenly seized with an inspiration to raise his own pork, he invested in a few pigs; but, having no place ready for their immediate occupation, he called upon a neighbor whom he knew had an empty sty.

"I thay old man," he began, "I have jutht bought a few pigth. Could you lend me your thty?"

"Certainly, if it is any use. But how many pigs have you? The sty is none too large."

"Oh, only two thowth and pigth."

"Two thousand pigs! Good gracious! It wouldn't hold 200!"

"I did not thay two thowthand pigth. I thed two thowth and pigth!"

"Yes, I hear; and it won't take a quarter of them. It's no use."

"You don't underthand me," said the poor fellow, "I do not mean two thowthand pigth; I mean two thowth and pigth."

"Well, you couldn't get twenty in; so there!"

"I don't want to!" exclaimed the lisper, excitedly. "There are not two thowthand pigth, but two thowth and pigth"—(gesticulating)—"two thowth and pigth, I tell you!" And so he kept on in vain, until a a happy thought struck him. "I did not mean two thowthand pigth, but two thowth and pigth!"

He got the sty.—Answer.

SITUATION VACANT.

TRAVELER WANTED TO HANDLE GOOD SIDE line. Box A, GROCER. (22)

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal

THE BEST CANADIAN LAMP OIL MADE IN CANADA

Car Loads or Less. Write for Prices.

THE QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. TORONTO

HELLO ! ! ! YES,
Certainly we sell
"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...
Canadian Cocoanut Co.
(J. Albert McLean, Prop.)
MONTREAL

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

Ask for Prices

WHEN YOU WANT
SALT
FOR ANY PURPOSE

Glad to Send Samples

VERRET, STEWART & CO., Montreal - Quebec.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST

WINDSOR SALT

TABLE SALT
BUTTER SALT
CHEESE SALT
ORDINARY FINE SALT

Our capacity is large enough to enable us to ship all orders without the slightest delay.

WINDSOR SALT CO. Ltd., Windsor, Ont.

When your Stock is continually running low

IN

Keen's Mustard

Keen's Oxford Blue

Robinson's PATENT Barley

Robinson's PATENT Groats

It shows that these goods

. . Have the Call . .

They are absolutely

THE BEST IN THE WORLD

CURRENT MARKET QUOTATIONS

Toronto, May 27, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
cent can.....	0 90
Ocean Wave—	
No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz'), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

Diamond— W. H. GILLARD & CO.

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

Silver Cream, ¼ lb. tins, 4 to 6 doz. cases .....per doz.	$0 75
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00
	per doz
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING.

No. 1 Bronze Tins, per gross.....$	2 60
No. 2 Bronze Tins, per gross .....$	3 40
" 3 " " "	5 60
" 4 " " "	10 00
" 1 Enamelled Tins "	2 50
" 2 " " "	3 75
" 3 " " "	4 00
" 4 " " "	4 50

THE ALPHA CHEMICAL CO.

Shoe Dressing— in ¼ gross cases. Per Gross

French Oil in 3-doz. cases.....$	22 00
Reliable Shoe Dressing	9 00
Ecliplic Combination tan	12 00
Moody's Ox Blood....	12 00
" Chocolate....	12 00
Alpha Chemical Co. French Castor Oil...	9 00
Alpha Chemical Co. Refined Sweet Oil...	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Shoe Blacking— in ¼ gross cases.

Reliable French Blacking, No. 5	9 00
" " " No. 2	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1½	4 25
Patent Leather Polish No. 1½	9 00
Waterproof Dubbin No. 4	9 00
Alpha Metal Polish No. 2.....	9 00

Patent Stove Polish—

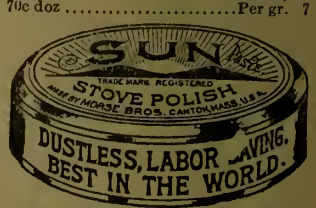
Sunlight Lead Bar.....	4 25
Packed in ½ gross cases	
Sunlight Liquid, ¼ gross cases...	10 80
Moody's Black Lead	4 25
½ gross cases	
Reliable Stove Pipe Varnish	15 00
¼ gross cases 6-oz. bottles	
Quickshine Pipe Varnish.....	12 00
¼ gross cases, pressed top tins.	

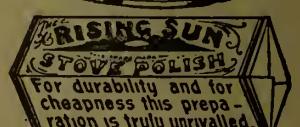
Stove Polish— per gross

Quick Shine Polish	00
Reliable Paste..	6 00
Electric Crown Paste	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25





STOVE POLISH.

	Per gross
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5

Starch . .

LAUNDRY STARCH

CULINARY STARCH

RICE STARCH

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
per doz	
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bottles	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread.	0 07
Warbler, with Song Restorer	0 05¾
Belgian, with Bird Improver	0 05½
International, with Bird Treat	0 05¼
German X, with Cuttlefish Bone	0 04¾
German, with Cuttlefish Bone	0 04¼
London Bird Seed, bulk 25 lb. cases	0 04½
Bird Gravel, 10c. pkts., 24 in case	0 06
Bird Gravel, 5c. pkts., 48 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05

CORN BROOMS

CHAS. BOECKH & SONS.

	per doz. net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS. per doz.

Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 40	1 70
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 72½	0 75
Lobster, talls	2 30	2 52
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 50
" " Horseshoe	....	1 50
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " " ¼s	0 10½	0 11
" " " " " ½s	0 18½	0 19
Sardines, other brands 9¾	11 0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 36
Sardines, Amer., ¼'s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb	1 10	1 15
Kippered Herring, 1-lb	1 60	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6 "	....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb	1 40	1 50
" 2 lb	2 60	2 75
" 4 lb	5 50	5 80
" 6 lb	8 50	8 80
" 14 lb	17 50	18 00
Roast Beef, 1 lb	1 40	1 50
2 lb	2 60	2 75
Luncheon Beef, 1 lb	1 60	1 70
" 2 lb	2 75	2 85
Brawn 1 lb	1 30	1 40
" 2 lb	2 35	2 50
" 6 lb	6 60	6 80
" 14 lb	14 50	15 00
Ox Tongue, 1½ lb	7 00	7 20
" " 2 lb	8 50	8 80
" " 2½ lb	10 75	11 00
Lunch Tongue, 1 lb	3 35	3 50
" " 2 lb	6 50	6 80
Chipped Beef, ½ lb	1 60	1 70
" " 1 lb	2 65	2 80
Pigs' Feet, 1 lb	1 65	1 75
" " 2 lb	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb	70	75
Potted Meats, Tongue or Ham ½ lb	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb	70	75
Potted Deviled Ham or Tongue, ½ lb	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt	3 00	3 15
" " 1 pt	2 00	2 10
Gelatine of Boar's Head, 2 lb	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb	3 00	3 10
Plover Roast	5 00	....
liced Gold Band Bacon	3 00	...

Codfish.

per doz

Beardsley's Shredded, 2 doz. pkgs	0 90

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars	$1 20
" "(in cream pitcher) 36 5c bars	1 20
" "(in sugar bowl) 36 5c bars	1 25
" "(in glass jar) 115 5c pkgs	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

WILLIAM EVANS

Field, Garden AND Flower Seeds

AGRICULTURAL IMPLEMENTS

Superphosphate and other Fertilizers

Warehouses { Nos. 89, 91 and 93 McGill Street
Nos. 104, 106 and 108 Foundling St.
No. 42 Norman Street

MONTREAL

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET Montreal

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Belleville, Ont.
Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal
For Price List.

COWAN'S

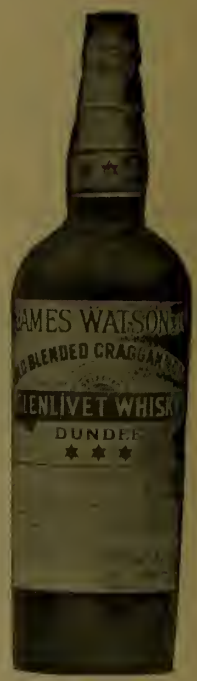
Hygienic and Perfection — Cocoas and Cocoa Essence
Queen's Dessert, Royal Navy and Perfection — Chocolates
Chocolate Pink, White, Lemon Color — Icings
A child can ice a cake in three minutes.

Cowan's Famous Blend Coffee is perfection in strength and flavor

THE COWAN CO. LTD. - TORONTO

ASK FOR

MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion
10 Lemoine St.
MONTREAL

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs.	0 30
Caraccas, ¼'s—6 and 12 lbs.	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 " "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, ackages	1 40

CHOCOLAT MENIER.

	Cases of 10x12 lb bxs.	In 12 lb bxs
Vanilla—		
Yellow wrapper, p. lb.	$ 0 34	$ 0 36
Triple Vanilla— White "	0 73	0 83
Unsweetened— Blue Premium "	0 38	0 42
	Cases of 54 lbs	Less than case
Pastilles— ½ lb. bo es "	0 19	0 20

FRY'S.
(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 14lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	
" 1 lbs. "	
Homeopathic, ¼'s, 14 lb. boxes	0 33
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate. 0 21	0 43
Mott's Sweet Chocolate Liquors. 0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vauilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" ½ " " "	0 28
" ⅓ " " "	0 29
" ⅛ " 5 or 10 "	0 30

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	

"It is better to have built . . .

a dog house than to have dreamed of building a castle." It is better to run a small grocery and be up with the times, than to conduct a big one and be a back number. If you want to be the foremost grocer in your town don't attempt it unless you have for sale a complete range of our plain and fancy biscuits. Our Cream Sodas are the leaders. They are the product of care and attention, skilled workmen and modern machinery. If not already on our list of customers get there at once. It will pay you.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb...	....	....
Improved Shredded, " ...	....	....
Beaver " " ...	....	....
Macaroon " " ...	....	....
Desiccated " " ...	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 13 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 18 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

Mecca	0 34
Damascus	0 30
Cairo	0 25

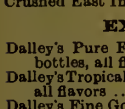
TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	0 34
Our Own "	0 32
Jersey "	0 30
Laguaya "	0 26
Mocha and Java	0 32 0 34
Old Government Java....0 30	0 32 0 35
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 25
Crushed East India	0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

Crown Brand (Robert Greig & Co.)—



1	oz. Bottle, per doz.	0 90
2	" " "	1 50
2½	" " "	2 00
4	" " "	3 00
8	" Bottle "	6 00
4	" Glass Stop'r "	3 50
8	" " "	7 00

Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles.....gross	12 00
Ketchup, Screw Top..... "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

BOVRIL.

	per doz.
Bovril—1 oz. bottles	$2 00
2 oz. "	3 75
4 oz. "	6 50
8 oz. "	11 25
16 oz. "	18 25
Small bottles, (to make one cup)	1 00
Invalid Bovril—2 oz. jars	3 85
4 oz. jars	6 55

BI-CARB SODA.

Standard, per keg of 112 lbs	2 40	2 50

FRUITS.

FOREIGN.	per lb.	
Currants—Provincials, bbls	0 04⅞	0 05
" ½ bbls	....	0 05
" Filiatras, bbls	0 05	0 05½
" " ½ bbls	0 05	0 05⅝
" Patras, bbls	0 05¾	0 06
" " ½ bbls	0 05¾	0 06
" " cases	0 05¾	0 06
" Vostizzas, cases	0 07	0 08
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 05½	0 06
Figs—Eleme, 10 oz	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 14
" taps	0 03	0 04
" natural, boxes	0 05	0 06
" ditto, bags	....	0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07¼	0 08¼

	per box.	
Malaga		
" London Layers	1 60	1 80
" Dehesa Clusters	3 50	4 00
" Imp. Russian Clusters	5 00	5 50

DOMESTIC:

Apples, dried, per lb	0 02	0 03½
" evaporated	0 03	0 05

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	....	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX'S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto—

50 to 60 dy basis	2 15
20, 30 and 40 dy	2 20
10, 12 and 16 dy	2 25
8 and 9 dy	2 30
6 and 7 dy	2 35
4 to 5 dy	2 60
3 dy A P	2 85

HORSE NAILS—
Canadian, dis. 50 per cent.

HORSE SHOES—
From Toronto, per keg | 3 35

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. c. dis.
Round-head iron, 75, 10 and 10 p. c. dis.
Flat-head brass, 77½, 10 and 10 p. c. dis.
Round-head brass, 72½, 10 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	1 35

ROPE—Manilla 0 06⅞ 0 08¼
Sisal 0 05¼ 0 06⅞

AXES—Per box 5 25 9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—

Heavy T and strap	0 03¾	0 04¾
Screw, hook and strap	2 40	3 50

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—
Selected packages, per gal. 0 44
2c. extra outside points.

LINSEED OIL—

Raw, per gal	0 43	....
Boiled, "	0 46	....

2c. extra outside points.

GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.
Frank Magor & Co., Agents.

range Marmalade	....	1 50
Clear Jelly Marmalade	....	1 80
Strawberry W. F. Jam	....	2 00
Raspberry " "	....	2 00
Apricot " "	....	1 75
Black Currant "	....	1 85
Other Jams " "	1 55	1 90
Red Currant Jelly	....	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8 00
Banagher	9 50	10 00
" in wood, per gal.	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur. 14 years old	15 50	16 50
In wood—Fine old Scotch	....	4 40
Special old Scotch	....	5

MUSTARD.

COLMAN'S OR KEEN'S.

	per lb.
Square Tins—	
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.	
Pony size,	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. hottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03⅝	0 03⅞
Patna	0 04¾	0 05¾
Japan	.....	0 05
Imperial Seeta	.....	0 05½
Extra Burmah	0 04¼	0 04¾
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06½	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

ROOT AND GINGER BEER.

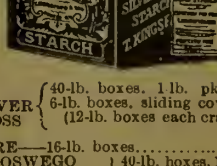
Adams' 10c. size, per doz	$ 80
" " " gross	9 00
" 25 " " doz	1 60
" " " " gross	18 00

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Beoson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¼
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co 's Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No.1 white, 1-lb.cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINGSFORD'S OSWEGO STARCH.



SILVER GLOSS	40-lb. boxes. 1 lb. pkgs.	0 08
	6-lb. boxes, sliding covers	
	(12-lb. boxes each crate)	0 08½
PURE	16-lb. boxes	0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	0 07½

There are reasons for it.

FOR WHAT ?

For the steadily increasing sales of Brantford Starch throughout the Dominion from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS ?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO STARCH 38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS Silver Gloss	0 07½
STARCH IN BARRELS Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05¼
Bbls., 175 lbs.	0 04¾
Kegs, 100 lbs.	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, single barrels	0 04 7-16
Redpath and St. Lawrence, 5-barrels	0 04⅜
Acadia, single barrels	0 04⅜
" 5 "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05¾ 0 05½
" in 50 lb. boxes	0 05½ 0 05⅝
Extra Ground, bbls. Icing	0 05⅝ 0 05½
Powdered, bbls	0 05 0 05¼
Very bright refined	0 03¾ 0 04⅛
Bright Yellow	0 00 0 03¾
Dark Yellow	0 00 0 03⅝
Demerara	0 03⅞ 0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark, per gallon.	0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (com)		0 40
" 2 gal. pails		1 00
" 3 gal. pails	1 35	1 40

MOLASSES.

Barrels	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot	4 20
Box Lot	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.	0 35
" " 60 ½-lbs.	0 35
" " 30 1-lbs.	
" " 120 ½-lbs.	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings	0 07½	0 11

LIPTON'S TEAS.

No. 1 Ceylon, retailed at	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c.	0 20
Brown Label, ½ lbs. retailed at 26c.	0 21

Green label, retailed at 30c.	0 22
Blue label, retailed at 40c.	0 30
Red lable, retailed at 50c.	0 36
Gold label, retailed at 60c.	0 44

Terms. 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c.		0 22
Green Label " 40c.		0 28
Red Label " 50c.		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 73
Ingots, rough and ready, 8's	0 71
Laurel, 3's	0 63
Brier, 7's	0 61
Index, 7's	0 58
Honeysuckle, 3's	0 70
Napoleon, 8's	0 61
Victoria, 12's	0 61
Brunette, 12's	0 58
Prince of Wales, In caddies	0 62
" " In 40-lb. boxes	0 62

WASHING POWDER.

"SILVER DUST"

Case 72 1-lb. cartoons	5 00
Half case 36 1-lb. "	2 50
Case 24 3-lb. "	4 25
Half case 12 3-lb. "	2 12
Case 100 5-cent packages	3 50
Half case 50 5-cent packages	1 80

WOODENWARE.

	per doz.
Pails, 2 hoop, clear, No. 1	$ 1 45
" 3 " " "	1 60
" 2 " " " 2	1 40
" 3 " " " 2	1 55
" " " painted " 2	1 40
Tubs, No. 0	8 00
" 1	6 50
" 2	5 50
" 3	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe	1 50

Matches—	5-Case Lots,	Single Cas.
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross	$ 2 00
" 10 " "	1 10
" 2 Tiger, "	5 00
" 4 " "	2 00

Young & Smylie's

Newest...
Specialty

MINT ... PUFF-STRAPS

RECOGNIZING the great popularity of peppermint with the sweets-loving public, we are the first to introduce to the trade Pliable Licorice containing this flavor.

The delicious quality of our Pliable Licorice is well known; it is matchless in this respect as well as in its flavor and finish.

Our Triple Tunnel Tubes and Navy Plugs are great favorites also, and are made of the same material, although flavored differently. . . . . .

We recommend all these goods as suitable for Summer Trade; they will please the most exacting taste as wholesome, smooth and palatable confections. . . .

For .....

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood.
BEST GOODS MADE.

Represented by...
Chas. Boeckh & Sons, Toronto.
The H. A. Nelson & Sons Co., Montreal.

THE
Oakville Basket Co.

MANUFACTURERS OF

2, 3 bushel grain and root baskets.
2, 3 satchel lunch baskets.
2, 3 clothes baskets.
2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

BOVRIL is the guaranteed product of Prime Ox Beef. It is made from the choicest cattle raised in the Argentine Republic and in Australia.

BOVRIL differs from ordinary Beef Extracts and Home-made Beef Tea in this way: Extracts and Beef Tea are only stimulating, whereas

BOVRIL is stimulating, nutritious and life sustaining.

BOVRIL LIMITED
30 Farringdon St.
LONDON, E.C.
Canadian Branch :
27 St. Peter St., Montreal

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

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The Dry Goods Review and The Canadian Grocer $3.00

Send for Samples.

THE DRY GOODS REVIEW
TORONTO .... MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

W. C. MACDONALD, Actuary.
J. K. MACDONALD, Managing Director.

THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.

THE GENUINE · HEAT WILL NOT BREAK IT. · MADE OF PURE LEAD GLASS · TRADE MARK REGD

EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

COWANS, KENT & CO., - TORONTO

KNOX'S . . . GELATINE AIDS

the merchant in building up his

TRADE

All Jobbers Sell It.

Made by

C. B. KNOX,

JOHNSTOWN, N.Y.

AGENTS

A. E. Richards & Co
William H. Dunn
Beattie & Elliot
C. & E. MacMichael
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

"GILT EDGE"

The only Ladies Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried, always used. Largest quantity. Finest quality. Retails at 25 cents.

"NOBBY" BROWN COMBINATION

Package contains a 4-oz bottle of Nobby Brown Dressing and a full-size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and waterproof polish. Retails at 25 cents

"JEWEL" BROWN COMBINATION

Package contains a 2-oz bottle of Brown Dressing and a small decorated tin box of Brown Polishing Paste. The dressing cleans and renews the surface of the leather and the paste adds a brilliant, durable and waterproof polish. Retails at 10 cents.

BOSTON LIQUID WATERPROOF BLACKING

For men's and boys' shoes, produces a brilliant jet black polish without brushing, thus saving time, labor and money. Retails at 2 c.

PATENT LEATHER POLISHING PASTE

For giving patent leather shoes a quick, BRILLIANT and WATERPROOF lustre without INJURY to the leather.

For sale by—

All Wholesale Grocers.

CHARLES F. CLARK, PRESIDENT — EDW. P. FAIRCHILD, TREASURER

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices, Prudential Building,

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australasia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business and it expends more money every year for the collection and dissemination of information than any similar institution in the world

TORONTO OFFICES—McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. O. IRVING, Superintendent.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

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THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, JUNE 4, 1897. No. 23

Manufacturers To Her Majesty the Queen by Special Warrant

Purveyors to H.R.H. The Prince of Wales

To the Court of Holland and the King of Italy

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

Bull's Head Trade Mark

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London. 1862
Only Medal Dublin. 1865.

Only Silver Medal Paris. 1875
Grand Gold Medal Moscow. 1872. &c. &c

1878 Cross of the Legion of Honour

PEEK FREAN & Co's BISCUITS AND CAKES.

Have obtained great Celebrity for their PURITY & EXCELLENCE

Factory—LONDON. Sample Room—Schepp Building, Hudson and Duane Sts., NEW YORK.

"Grand Mogul" Tea

BICYCLES FREE TO GROCERS

No. 1. "The Mogul," High Grade, - - - Price, $100
No 2. "The Pearl," High Grade Ladies', - " 100
No 3 "The Forest City," Good Strong Wheel, " 75

ALL HANDSOMELY FINISHED.
HAVE ALL THE LATEST IMPROVEMENTS.

Free upon the following terms:

"The Mogul," to purchaser of 2,000 lbs. Grand Mogul from now to September 1st.

"The Pearl," to purchaser of 2,000 lbs. Grand Mogul from now to September 1st.

"The Forest City," to purchaser of 1,500 lbs. Grand Mogul from now to September 1st.

Hunting Case Gold Watch, to purchaser of 1,000 lbs. Grand Mogul from now to September 1st.

Gold Breast Pin, to purchaser of 500 lbs. Grand Mogul from now to September 1st.

Splendid presents to consumers also. We wish to double our sales the next three months, and therefore offer the above inducements. Will you help keep this excellent Tea before your customers?

T. B. ESCOTT & CO. - LONDON.

Batty's

NABOB PICKLES and.... SAUCE

Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM. . . . EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

. . . Montreal

TANGLEFOOT

SEALED STICKY FLY PAPER

YOUR JOBBER SELLS IT...

STILL FURTHER IMPROVED.

BORDER .	STRONGER AND MORE PLIABLE
STICKY .	STICKIER AND MORE ENDURING
DESIGN . . .	NEW AND PRETTIER
PRICE	LOWER
PROFIT	LARGER

Prices for 1897.

REGULAR 45 CENTS A BOX (10 boxes in a case) $3.80 PER CASE

"LITTLE" 18 CENTS A BOX (15 boxes in a case) $2.10 A CASE

HOLDERS: $1.00 per Box of 50

Standard Goods THE Best to Handle

"Thistle" Brand
are **GENUINE**
Haddies

Order New Pack Now.

Only the best fish are packed under this brand.

Finest quality of

FRENCH MACARONI

bears this name :

P. Codou

LAZENBY'S
Soup Squares

PORTABLE, ECONOMICAL, CONVENIENT

1 Dozen Packet

Arthur P. Tippet & Co., Gen. Agents
MONTREAL

DIAMOND
200 Medals
FRY'S
CHOCOLATE

LAZENBY'S
Rennet Tablets

Boxes contain 12 Tubes
20 Tablets . . .

The cheapest and best form of Rennet

ORDER NOW!

STOWER'S

Lime Juice Cordial
Lime Juice (double refined)
Lemon Squash

POPULAR PALATABLE PROFITABLE

YOU CAN BUY:

"Stephens'"
Pickles
IN
Pure Malt Vinegar

FROM

D. H. Rennoldson; Caverhill, Hughes & Co.,		Montreal
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THE BEST VALUE IN THE MARKET

ARTHUR P. TIPPET & CO., General Agents, Montreal

AGENTS :

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co.
LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

"I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar

with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

VERY OLD
HIGHLAND WHISKY.

GOLD MEDAL CALCUTTA EXHIBITION

Cockburn & Co.

ESTABLISHED 1796. *Leith & London.*

Try

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

From Newfoundland to British Columbia—
From the Atlantic to the Pacific—

"EDDY'S MATCHES"

are articles of universal use; the name is familiar in every city, town and hamlet in Canada, and the grocer who sells "EDDY'S MATCHES" does not have to explain their merits to his customers.

These are the kind of goods it pays to handle.

The E. B. EDDY CO. Ltd.

ESTABLISHED A.D. 1851

HULL MONTREAL TORONTO QUEBEC HAMILTON
KINGSTON ST. JOHN, N.B. HALIFAX WINNIPEG
VICTORIA VANCOUVER ST. JOHN'S, NFLD.

Backed

BY OUR GUARANTEE

as to Rich, Fragrant, Invigorating, Liquoring Qualities; strict uniformity to a high standard of excellence; together with absolute purity and cleanliness;

OUR

STANDARD BLACK TEAS

are handled by the majority of wide-awake, up-to-date grocers and tea merchants throughout Canada.

Have You Tested Their Merit?

It is a pleasure to send samples and quotations. Consumers are delighted, and your trade and profits increased.

That's your object in business

W. H. GILLARD & CO.

Wholesalers only - HAMILTON.

JOHN MOUAT, Northwest Rep., WINNIPEG.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, JUNE 4, 1897 ($2.00 per Year) No. 23

THE MAN WHO MADE "SALADA."

By W. L. E.

THE man who can, in these days of keen competition, build up a large and successful business is worthy of commendation. It is evidence he has ability and knows how to use it. These are the thoughts which came to me after a brief glance through the headquarters of the Salada Tea Co., 25 Front street east, Toronto.

The word "Salada," the name of the package tea which this company puts up, is familiar to more or less extent to every grocer and general merchant in Canada. And the man who has made it such is P. C. Larkin. I am not going to discourse upon the merits of "Salada." It is neither my province nor purpose. My chief object is to speak of the man who made it.

"Salada" was first put upon the market about five years ago, and, as far as I can learn, was the first home-made package tea in Canada. England is, of course, the mother of the package tea.

The "Salada" package tea was the result of extended experiments in blending, a blend having been eventually hit upon which Mr. Larkin was convinced would take well if put up in packages. The name "Salada" given to it comes from a tea-growing district in India, although "Salada" tea itself is of Ceylon production.

As I have just said, Mr. Larkin felt convinced he had hit upon a tea that would take well in packages. And that which Mr. Larkin believes in he becomes enthusiastic over, tea as well as everything else. Talk with him five minutes and you will be convinced of that.

Mr. Larkin is convinced that "Salada" tea is the best package tea on the market. He may be right or he may be wrong. But he believes it.

It does not matter how good an article may be. It may beyond all peradventure be the best in the world. But articles do not, like worms, work their own way into the world: They must be pushed. And Mr. Larkin to enthusiasm has added push. As the result of his efforts "Salada" is now sold, to a more or less extent, in nearly every hamlet, town and village in Canada.

In pushing his tea Mr. Larkin has relied largely upon newspaper advertising. To the trade he has spoken chiefly through THE CANADIAN GROCER, and some four hundred

P. C. LARKIN
The man who made "Salada."

daily and weekly newspapers are utilized as mediums for reaching the consuming public.

"I don't care how good an article may be," I heard Mr. Larkin remark one day, "you must advertise it if you want it to sell."

The greater part of his business is done through letter orders, only three travelers being out in the country.

Since the Canadian field has been pretty well covered Mr. Larkin has been looking around for other worlds, or rather other countries, in which to operate. In pursuance of this he about a year ago began to investigate the United States market. Probably what induced him to venture upon that market when he did was the receipt of letters from people living across the border, stating they had tasted "Salada" and expressing their desire to purchase some.

The first branch was started in Buffalo. That was rather less than a year ago. Since then branches have been started at Pittsburgh, Wilkesbarre, Scranton, Youngstown, Rochester, Detroit, Boston, etc.

"Although we have branched out largely in the United States," said Mr. Larkin in reply to a question, "our trade there yet is really insignificant compared with that in Canada, because our usual system of doing business here has not been pursued there. What I mean is that only a very small lot of tea goes out over there with opening orders as a rule. Reckoned in pounds, therefore, the output is small so far. But if the orders are small the expense is enormous," remarked Mr. Larkin as he dipped his hand deep into his pocket. "You know, the United States is not a tea-drinking country. Coffee is its staple drink. I am, however, firmly convinced that the next ten or fifteen years will see the United States taking as much Indian and Ceylon tea as does England at the present day."

"I suppose with your opening up in the United States you have been pretty busy lately?" I ventured.

"Yes, we have. During the last three months we have been turning out 'Salada' at the rate of one million pounds per annum, or equal to more than one-tenth of the black tea trade of Canada."

"Salada" tea is packed upon the premises at No. 25 Front street east. The packing department is situated upon the second floor. All the tea is packed by machinery. And an interesting process it is. There are three or four machines, exactly the number I do not remember. To each machine there are three young men. The duty of one is to wrap the tea lead paper around a square funnel-shaped article

We are showing samples of

NEW SEASON'S JAPANS

Arriving ex S.S. "Empress of India"

THE DAVIDSON & HAY, Ltd.

Wholesale Grocers - TORONTO.

TELEPHONES 399 AND 1399.

which is handed to the operator who thrusts it into an aperture in the machine. Simultaneously with doing this the operator grasps another funnel-shaped vessel, suspended at his right, which contains the desired quantity of tea which has been put therein by the third workman. As he grasps it the contents are automatically emptied into the receptacle around which the lead paper is wrapped. Then, in the twinkling of an eye, down upon the tea comes a powerful press, packing it firmly. At the same moment the operator touches a lever with his foot and out comes the funnel-shaped vessel around which the wrapper was put. Next the operator dexterously closes the end of the package, brings a sort of iron door down upon it with a bang, touches another lever with his foot and up pops the package ready for labelling. By actual time test I found the operator was turning out ten half-pound packages per minute, and all to an hair's breadth uniform in size.

The machines used are the invention of Mr. Larkin himself, and not only does he use them in his own business, but he has sold them to tea packers in different parts of Canada, the United States, Great Britain, Australasia, etc.

Just north of the packing machines is a mammoth tea blender. It stands about twelve feet high and is eight or nine feet square, and has a capacity of two tons of tea. It is operated by electricity, and is fed from the floor above.

After the packages of tea are labeled they are placed tier upon tier in a large room fronting the north. Lately it has been found impossible to dry the labels quickly enough to allow orders to be filled promptly. Accordingly last week several electric fans were introduced. These are placed before the different piles of tea and are kept going night and day.

The staff of men and boys engaged in packing, labelling, etc., is 27.

The man who made "Salada" tea was born in Montreal about forty years ago. He began mercantile life at the early age of thirteen years, when as a boy he entered the employ of a retail grocer in the "Commercial Metropolis." Eventually he became a traveler for Tiffin Bros., Montreal, which position he held for twelve years. It is eight years since he started in the wholesale grocery business in Toronto and five years since he put "Salada" tea on the market, the whole of his attention now being devoted to that article.

"Larkin," remarked a friend of his the other day, "has brains enough for two firms. He is a bright and clever fellow."

"THE WRONG SORT OF GROCERS."

At a meeting of the trade, some years ago, there was an informal discussion on the subject of small shops managed by the wives of working men, and one speaker was ungallant enough to describe women as "the wrong sort of grocers." He was right. It is an undoubted fact that women are not a success as grocers. The business is too complex for their management; it demands a too persistent and onerous attention; the work is too hard, and the variety of articles handled too extensive for ordinary female capacity —London Grocer.

In the city of ———, is a grocer, an easy-going fellow, who for twenty years and more had kept a store that for appearances would take the medal for untidiness. Goods were always scattered and mixed and kept in confusion and disorder. The cellar was a hotch-potch. The desk was littered with odds and ends and scarcely approachable on account of the goods piled about it. Shelves were dusty and it seemed as if everything was purposely left where it might chance to lodge. A fever put this careless, slow and easy fellow in bed for some weeks, during which the wife laid aside her duties and took charge of the store. Entering it one day, entirely ignorant of the proprietor's illness, we were astonished to find it in perfect order. The old heaps of miscellaneous merchandise had disappeared. There was a place for everything and everything was in its place. Order and neatness reigned and the place had an attractive look. We could not resist asking the cause for the change, when we learned that one woman at least knew how to keep store and increase trade. The wife took charge of affairs, sent the broom and the dust pan into nooks and corners. The stock was re-arranged and made inviting. Order put disorder to flight and cleanliness superseded slovenliness. Therefore we assert that it is not "an undoubted fact that women are not a success as grocers." There are men who never achieve success as there are women, and there are those of both sexes who always do well.—American Grocer.

SUGAR STATISTICS.

This week's summary of the statistical position of sugar, as made up by Willett & Gray, shows stocks in the United States and Cuba together of 623,937 tons, against 589,490 tons last week and 295,717 tons last year, a plus of 328,220 tons over last year. Stocks in Europe, 1,854,500 tons, against 1,851,800 tons last week, and 1,759,435 tons last year. Total stocks of Europe and America, 2,478,437 tons, against 2,743,291 tons last week and 2,055,152 tons last year at the same uneven dates. The excess of stock is now 423,285 tons, against an excess of 410,442 tons last week and a deficiency of 6,733 tons December 31, 1896. Afloats to the United States include shipment of 26,700 tons last week from Hamburg and Bremen. Freight room has been engaged for 15,000 tons. Shipments include 2,300 tons refined.

HER FRENCH.

"Let me see some of your black kid gloves," said a lady to a clerk. "These are not the latest style, are they?" she asked, when the gloves were produced. "Yes, madam," replied the clerk, "we have had them in stock only two days." "I didn't think they were, because the fashion paper says black kids have tan stitches, and vice versa. I see the tan stitches, but not the vice versa." The clerk explained that vice versa was French for seven buttons, so she bought three pairs. —Household Words.

ARE YOU SATISFIED

with the Package Tea you are now using? If not, we have come to your relief. CIRCLE, the most modern of all Package Teas, is free from all objections possessed by others. It is durable, light, air-tight and odorless. Useful Tea Books, also Electros, given to buyers for advertising.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, HAMILTON

In Store ex "Empress of India"

The first of the new season's crop, April pickings.

"SAILOR GIRL" JAPAN TEA

IN 40-POUND BOXES.

Shipped before the advance in freights and excitement in the Japanese market. Extra choice in draw and leaf.

JAMES TURNER & CO. - - HAMILTON, ONT.

PURE MILK

IT IS.

FRESH ARRIVALS

We beg to advise the Trade that we have just received fresh shipments of the following goods:

CROSSE & BLACKWELL'S Pickles, Pints and Half-Pints.
" " Marmalade, 1-lb. Glass Jars.
" " English Malt Vinegar, Quarts.
JAMES EPPS & CO.'S Cocoa, ¼-lb. Tins.
PATERSON & SON'S Worcestershire Sauce, Half-Pints.

. . . ALL AT LOWEST PRICES . . .

THOS. KINNEAR & CO. WHOLESALE GROCERS 49 FRONT STREET EAST TORONTO

THE MAN AND THE OPPORTUNITY.

"IF we succeed, what will the world say?" asked Captain Berry in delight, when Nelson had explained his carefully formed plan before the battle of the Nile.

"There is no 'if' in the case," said Nelson. "That we shall succeed is certain. Who may live to tell the tale is a very different question." Then, as his captains rose from the council to go to their respective ships, he added: "Before this time to-morrow I shall have gained a peerage or Westminster Abbey." His quick eye and daring spirit saw an opportunity of glorious victory where others saw only probable defeat.

"Is it possible to cross the path?" asked Napoleon of the engineers who had been sent to explore the dreaded pass of St. Bernard. "Perhaps," was the hesitating reply, "it is within the limits of possibility." "Forward, then!" said the Little Corporal, heeding not their account of difficulties, apparently insurmountable. England and Austria laughed in scorn at the idea of transporting across the Alps, where "no wheel had ever rolled, or by any possibility could roll," an army of 60,000 men, with ponderous artillery and tons of cannon balls and baggage and all the bulky munitions of war. But the besieged Massena was starving in Genoa and the victorious Austrians thundered at the gates of Nice. Napoleon was not the man to fail his former comrades in their hour of peril.

The soldiers and all their equipments were inspected with rigid care. A worn shoe, a torn coat or a damaged musket was at once repaired or replaced, and the columns swept forward, fired with the spirit of their chief.

"High on those craggy steeps, gleaming through the mists, the glittering bands of armed men, like phantoms, appeared. The eagle wheeled and screamed beneath their feet. The mountain goat, affrighted by the unwonted spectacle, bounded away, and paused in bold relief upon the cliff to gaze at the martial array which so suddenly had peopled the solitude. When they approached any spot of very special difficulty, the trumpets sounded the charge, which re-echoed with sublime reverberations from pinnacle to pinnacle of rock and ice. Everything was so carefully arranged and the influence of Napoleon so boundless that not a soldier left the ranks. Whatever obstructions were in the way were to be at all hazards surmounted, so that the long file, extending nearly 20 miles, might not be thrown into confusion." In four days the army was marching on the plains of Italy.

When this "impossible" deed was accomplished others saw that it might have been done long before. Many a commander had possessed the necessary supplies, tools and rugged soldiers, but lacked the grit and resolution of Bonaparte. Others excused themselves from encountering such gigantic obstacles by calling them insuperable. He did not shrink from mere difficulties, however great, but out of his very need made and mastered his opportunity.

Grant at New Orleans had just been seriously injured by a fall from his horse when he received orders to take command at Chattanooga, so sorely beset by the Confederates that its surrender seemed only a question of a few days; for the hills around were all aglow at night with the camp fires of the enemy, and supplies had been cut off. Though in great pain, General Grant gave directions for his removal to the new scene of action immediately.

On transports up the Mississippi, the Ohio and one of its tributaries; on a litter borne by horses for many miles through the wilderness; and into the city at last on the shoulders of four men, he was taken to Chattanooga. Things assumed a different aspect immediately. A master had arrived who was equal to the situation. The army felt the grip of his power. Before he could mount his horse, he ordered an advance. Soon the surrounding hills were held by Union soldiers, although the enemy contested the ground inch by inch.

Were these things the result of chance, or were they compelled by the indomitable determination of the injured general?

Did things adjust themselves when Horatius with two companions held 90,000 Tuscans at bay until the bridge across the Tiber had been destroyed?—when Leonidas at Thermopylæ checked the mighty march of Xerxes?—when Themistocles, off the coast of Greece, shattered the Persian's Armada?—when Cæsar, finding his army hard pressed, seized spear and buckler, fought while he reorganized his men, and snatched victory from defeat?—when Winkelried gathered to his breast a sheaf of Austrian spears, thus opening a path through which his comrades pressed to freedom?—when Benedict Arnold, by desperate daring at Saratoga, won the battle which seemed doubtful to Horatio Gates, loitering near his distant tent?—when for years Napoleon did not lose a single battle in which he was personally engaged?—when Wellington fought in many climes without ever being conquered?—when Ney, on a hundred fields, changed apparent disaster into brilliant triumph?—when Perry left the disabled Lawrence, rowed to the Niagara, and silenced the British guns?—when Sheridan arrived from Winchester just as the Union retreat was becoming a route, and turned the tide by riding along the line?—when Sherman signaled his men to hold the fort, though sorely pressed; and they held it, knowing that their leader was coming?—Pushing to the Front.

WOULD HAVE THE HAM.

An old and favored customer at a Lewiston grocery store, caught sight of a new and finely put up ham from a western meat house, one day recently, and asked for it. "Oh, that isn't to sell! that's only a sample," said the clerk. "Well, I want it. Samples are better than anything else. I want it, and I have traded here long enough to have a few favors." "Well, I tell you it is not

A Market at Your Door

From Manufacturer to Retailer Direct.

Half the profit is lost in the time you spend by pushing the sale of experimental cereal foods. There is a market right at your door for Molina Rolled Wheat, because "it is made by Tillson."

Molina Rolled Wheat

is the equal of cereal foods put up in packages, but at about half their cost. It is pure—clean—wholesome. It sells as it has always sold—on its merits. And it sells without "pushing"—please remember that.

The Tillson Company Ltd.
Tilsonburg, Ont.

good to eat. We will keep it here ourselves." At this the customer grew indignant, and the clerks promised to send it up. He went home happy, and the next day tried to cut up the nicely packed, varnished and sealed package of ham. He found that it was turned out of pine lumber.

CALIFORNIA PRUNES.

Concerning the prune situation, The California Fruit Grower says, under date of the 22nd inst.: "Business confined to small lots to fill assorted orders, chiefly for local trade. Eastern demand slow; a few export orders coming to hand. Stocks are cleaning up. From Philadelphia comes the report that there is some clashing in prices in that market between Santa Clara Valley and San Joaquin Valley prunes, the latter being offered at ½c. per pound less than the former, with some dispute as to quality of the San Joaquin Valley fruit. The drop is about over and the fruit is as large as robins' eggs, with every indication of an early harvest. The loss by dropping has been heavy in all sections, yet at this time indications point to a fair-sized crop of good prunes. Reports from France, Bosnia and Servia of 15 days ago gave evidence of a good crop of prunes, but since then frosts have occurred and some damage done. We are waiting for further reports, as upon the crops of those countries depends our export demand."

NEW JAPAN TEA CROP.

Smith, Baker & Co.'s circular, dated Yokohama, May 7th, has the following on tea: "Owing to unseasonable weather the new tea crop is quite backward, arrivals in merchantable quantities only commencing on the 30th ult. Receipts up to the present time amount to 4,218 piculs, of which 3,377 piculs have been settled at very full prices compared with last season, the buyers doubtlessly being largely influenced by a desire to get some first shipments off per Bearer. Prices paid range from $30 to $50 per picul, and show more or less irregularity, as usual at the beginning of the season, but average $4 to $7 over last year's values at even date. Teas from the best districts have not yet arrived in any considerable quantities; consequently close comparison cannot be made as to quality in fairness to the new crop. Total receipts to date are 4,218 piculs and settlements 3,377 piculs, against 7,885 and 6,731 piculs respectively at the same date last year. The Bearer takes about 3,500 pkgs. at 2c. per lb. At Hiogo only about 150 piculs new leaf have been received thus far. Suez freights are likely to rule low, as the New York conference is dissolved and there will be several lines competing for the business."

In the warm Summer Days
the trade in Flavoring Extracts always increases.

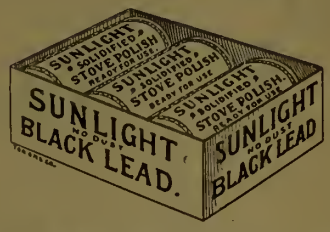
YOU will get your share of the increase if you sell the best goods. It will pay you to handle them. We presume nine out of ten of those who read this have them in stock now; the others should **order at once.**

ORDER Pure Gold Flavoring Extracts

the best goods in this line in the world.

PURE GOLD MFG. CO., Toronto.

SEND FOR SAMPLES



Manufactured by **THE ALPHA CHEMICAL CO., BERLIN, CAN.**

For sale by all the leading Grocers.

PAST AND FUTURE OF THE SUGAR INDUSTRY.

EUROPEAN countries impose a heavy tax on sugar consumed at home, in order to raise the $25,000,000 they pay annually in subsidies to promote their export trade in sugar. This and prohibitive tariffs account for the high prices abroad. But our plan of countervailing duties equal to foreign export bounties neutralizes the advantage heretofore enjoyed in this market by export bounty sugars. By this artificial stimulus, aided by science to a degree that is a wonder and delight, Europe has nearly doubled her beet-sugar product since 1880, until it is now about 5,000,000 long tons annually. The world's cane-sugar supply, including Cuba in a normal state, has grown only half as fast of late years, and is now about 3,000,000 tons. It is quite likely that this year's production of sugar from beets will be twice as great as from cane, whereas conditions were just the reverse about twenty-five years ago.

This accounts for United States imports of sugar from Europe increasing from 150,000 tons four years ago to 550,000 tons last year, meanwhile decreasing one-half from "the countries to the south of us"—from 1,300,000 tons in 1892 to 700,000 last year. Indeed, only the yellow races have been able to hold their own against Europe's highly subsidised beet-sugar industry. Yet so quietly has this application gone on of degraded labor to the sugar cane that it is astonishing to find United States imports of sugar from Hawaii, the Orient and Egypt jumped from about 250,000 tons in 1892 to 700,000 tons last year. The Sandwich Islands' product has nearly doubled in the four years, during which so enormous has been their importation of coolie or yellow labor that Chinese and Japanese now comprise more than half the male population. This result has been fostered by our treaty of reciprocity with Hawaii, under which that sugar has had free admission to this market since 1876. While we have thus remitted over $61,000,000 in duties on her sugar—practically amounting to a direct bounty of this sum to a few of her planters at the expense of the United States Treasury and the retarding of our domestic sugar industry—we have also paid the islands $140,000,000 for sugar, while they have taken but $56,000,000 worth of our exports. Such an absolutely one-sided and illogical treaty was never before maintained by a government of reputed sanity.

From "Sugar—the American Question of the Day," by Herbert Myrick, in June Review of Reviews.

UNADULTERATED NERVE.

"I might relate an instance of what I call nerve," says a writer in a Minneapolis exchange, "which came to me the other day; I understood it happened in this state. Out here in the country in a small town where there is a little bank and two or three general merchants, a farmer came to town one morning, went to the place where he had traded for years, and had always been accommodated (was probably owing the man money then, but that I do not know), and said that he wanted to borrow $50. The merchant said he could not let him have it. The farmer said: 'If you cannot let me have it can't you go on my note at the bank so I can get $50? I must have it. So the merchant told him he would do so to accommodate him for a short time. They went over to the bank and the farmer got the paper indorsed, got his $50, went back and got his team and went over to the depot and piled on $50 worth of goods bought from a supply house in Minneapolis."

"Ah," sighed the grocer, as his eyes wandered over the piles of unsalable articles in his stock; "you novel-writers have a big advantage over us grocerymen. You can put anything you please in the mouths of your people; we can't."

ROSE'S

WEST INDIA LIME JUICE

Is DELICIOUS, WHOLESOME and REFRESHING.

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.

Agents for Canada, LAW, YOUNG & CO. - MONTREAL.

Butter Wanted

I am prepared to pay **CASH** for dairy butter. I want it fresh, and am ready to handle any quantity if put up right and of good quality. Write me for prices and shipping instructions. Don't **hold** your butter. Sell it **weekly**, and if quality and pack is right I can give you top prices.

R. J. GRAHAM

... Belleville, Ont.

Dalley's Pure Spices

The following list are put up in the Spice line:

We put us pure ground spices of all kinds in handsome cartoons, containing 1 oz., 2 oz, 4 oz., 8 oz. and 16 oz. These goods are sold, not by the dozen, but by the pound.

Allspice, Cassia, A. Ginger, C. Ginger, J. Ginger, Black Pepper, White Pepper, Cayenne Pepper, Pastry Spice, Nutmegs, Mace, and Whole Pickling Spice.

Send and get quotations.

Try a sample order and you will be pleased with the style of goods, as they are the handsomest shelf goods that have ever been produced in Canada. Every package bears our name,

THE F. F. DALLEY CO. Ltd. - Hamilton, Canada

FAC SIMILE OF CASK LABEL.

PURNELL'S

PURE

PLAIN and SPICED

MALT VINEGARS

FOR PICKLING and TABLE USE.

Brewery, Bristol, England.

AGENTS

Montreal—J. M. KIRK, Imperial Buildings, St. James St.
Toronto—J. WESTREN & CO., 41 Rose Ave.
Hamilton—W. H. GILLARD & CO., Wholesale Grocers.
Winnipeg—A. STRANG & CO., Portage Avenue.
Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

WITHIN the last month the Cowan Co., Ltd., King street west, have placed on the market a new brand of cocoa, put up in half-pound tins and called the "Perfection." They have lately obtained a new trade mark, in the style of a pretty maple leaf, which has been put on this new brand of cocoa, and which will gradually be placed on all their manufactures.

Barataria shrimps are going well with Lucas, Steele & Bristol.

T. Kinnear & Co. have placed some new low-priced cheese in stock.

John Sloan & Co. have in stock their first shipment of April picked Japan tea.

A shipment of New Orleans molasses has arrived for T. Kinnear & Co.

The Davidson & Hay, Ltd., are offering "Golden" pumpkins at low prices.

The Eby, Blain Co., Ltd., report large sales of Bendorp's "Royal Dutch" cocoa.

The Davidson & Hay, Ltd., report a large sale for "Alabama" cotton cords.

A carload of New Orleans molasses arived this week for the Eby, Blain Co., Ltd.

Redpath's golden syrup, 2-lb. tins, is again in stock with the Davidson & Hay, Ltd.

A shipment of Codou French macaroni arrived this week for the Eby, Blain Co., Ltd.

Perkins, Ince & Co. have a shipment of their "Agathas" brand of sardines near at hand.

Several shipments of Ceylon and Indian teas arrived this week for the Eby, Blain Co., Ltd.

T. A. Lytle & Co. report the demand for vinegar and pickles unusually great for this season of the year.

T. Kinnear & Co. report fresh arrivals of Crosse & Blackwell's pickles, lucca oil, malt vinegar, and marmalade.

A shipment of Egyptian onions arrived for Clemes Bros. this week. The market had been bare for a week or ten days.

In order to clear stock the Davidson & Hay, Ltd., are quoting their pure jams in pails and glass at reduced figures.

Special attention is called to the drive in Malaga muscatel raisins advertised in this issue on another page by the Eby, Blain Co.

"Yes," say Lucas, Steele & Bristol, "teas are again moving a little, and quite a few of ours are finding their way across the border. Japan advices are strong, but we think lower prices will prevail later on."

A handsome fruit display case is being given by W. H. Gillard & Co. in connection with a fine quality of mustard which they are selling.

Genuine English Bridgewater bathbrick is in store with Lucas, Steele & Bristol, wrapped or otherwise, for cleaning brass, copper, knives, forks, etc.

W. H. Gillard & Co. are offering bargains in a line of raisins, selected goods, which it will pay the intending purchaser to take advantage of, the firm asserts.

"We have had a large demand for California and French prunes and our stock is getting low. Send in your orders early if you are needing some," so say the Eby, Blain Co., Ltd.

The Eby, Blain Co., Ltd., report the arrival of a carload of green Rio coffee. They claim that these are exceptional values, and will be pleased to mail prices and samples to buyers.

W. H. Gillard & Co.'s representatives this week are showing samples of a very fine line of April-picked fancy Japan tea. These teas are scarce on the Canadian market just now.

The Eby, Blain Co., Ltd., are giving away a pin tray, handsomely decorated with a picture of the Queen entwined with maple leaves, to all their customers handling "Kolona" Ceylon tea.

The Toronto Coffee and Spice Mills report they are meeting with gratifying success with their "Jubilee" baking powder. It is put up in 25-oz. packages and sells at 25c. There are two dozen in each case.

New season's "Golden" haddies are now offered by all wholesale dealers. Northrup & Co. who are selling agents for this brand report increasing sales over same period last year. When ordering always mention "Golden" brand finnan haddies.

D. Gunn, Bros. & Co. report an active trade for their "Maple Leaf" brand cure of smoked shoulders and spiced rolls. They also say that the prices being asked by creameries and holders of dairy butter prohibit any trade for export. The American markets being lower than the Canadian prices, exporters are buying in American ports.

The F. F. Dalley Co., Ltd., of Hamilton, have put up in handsome packages, containing 1 oz., 2 oz., 4 oz., 8 oz. and 16 oz., spices of all kinds, which have their name on, and they guarantee them to be pure. The firm writes: "As the Government sends out men to gather samples of spices to test for purity, it is very essential for the merchant to have spices that are guaranteed by the spice millers. Now, no merchant that handles bulk spices can protect himself, as no manufacturer can be made to guarantee his bulk goods after they have left his factory."

COFFEES AND CRUDE SPICES.

A Washington despatch says: "The subject of adopting new revenue duties as a part of the tariff bill is not at present under consideration by the Finance Committee. Duties on coffees and crude spices were considered when the duty on tea and the increase in the tax on beer were adopted, but the feeling in committee was strongly against them. The duty on coffee would affect so many more consumers than the duty on tea that it was not considered a wise experiment. Representations have been made to the committee in favor of a duty on coffee, but they regarded it as proceeding largely from interested motives and the desire to control the trade. The committee are busy at present on the schedules about to be taken up for consideration. Representatives of the domestic earthenware and china manufacturers have been here and have locked horns with representatives of the importers. The committee have returned to ad valorem rates on the cheaper grades of white and decorated ware, with compound duties on the medium grades and ad valorem on the finest qualities which do not admit an adequate classification upon the specific basis."

PAYING BANK DIVIDENDS.

On Tuesday morning a large percentage of the Canadian banking institutions began the payment of half-yearly dividends, and, as a consequence, upwards of $1,500,000 will be paid to shareholders. Of this sum the banks with headquarters in Montreal furnish something like $900,000, the balance being distributed in other commercial centres throughout the Dominion. June 1st is the regular half-yearly dividend day for fourteen banks out of a total of some twenty-five which pay dividends regularly. The Bank of Montreal, the premier monetary institution on the continent and the third largest in the world, naturally leads the list. Next in point of magnitude are the Merchants' Bank of Canada and the Canadian Bank of Commerce, the former paying four per cent. on a capital of $6,000,000 and the latter three per cent. on the same amount of paid-up capital.

AUCTION SALE OF FRUIT.

Clemes Bros. and McWilliam & Everist are holding a joint auction sale of lemons, oranges, etc., at the Yonge-street fruit market, on Tuesday, June 8th. This is the second and largest auction of the season, and it will pay dealers to attend.

CROW'S NEST PASS RAILWAY AGREEMENT.

AT a caucus of the Liberal members of Parliament in Ottawa on Wednesday, the Government's railway policy, especially with regard to the Crow's Nest Pass Railway, was announced by Mr. Blair. An agreement has been reached by the Government with the C.P.R., under which the Government will pay to the company a subsidy of $11,000 per mile for 330 miles from Lethbridge, N.W.T., through the town of McLeod and by way of the Crow's Nest Pass across the Rockies, terminating at Rossland, the line to be completed this year. The Government reserves to itself the right to regulate the terms and conditions upon which the timber and timber lands are to be sold, and receives from the company 50,000 acres of the valuable coal lands acquired by the C.P.R. some months ago under the British Columbia Southern charter, these coal lands having been originally granted by the Provincial Government as a subsidy to assist in building the road. The coal lands will be selected by the Government in blocks of 500 and 1,000 acres.

The C.P.R. Co. makes reductions in rates on important classes of freight over its main line and connections coming from the east of Lake Superior, and especially on wheat, coal oil, agricultural implements, iron in bars, plates and sheets, wire, binder twine, nails, cordage, bags and bagging, live stock for breeding, paints and oils, fruit, etc. Although the schedule has not yet been made public, it is understood that these reductions in some cases are as high as 33 per cent. On wheat there is to be a reduction in the freight the first year of 1½c. per bushel, and a similar reduction the second year, making 3c. altogether. On coal oil it is said the reduction will be 20 per cent.

Those who have looked into this matter state that the cut in rates will mean about $600,000 a year to the farmers of the province of Manitoba alone. Besides this, the company binds itself to submit its rates on all business to and from the Crow's Nest line, to and from all points on the C.P.R. and its connections in other parts of Canada, to the control of the Railway Committee of the Privy Council. All railways are to have running powers over the new line.

The question of granting a subsidy to the Heinze syndicate for 200 miles from Trail to Penticton is under consideration.

The bill giving the sanction of Parliament to the agreement between the Government and the C.P.R. will be brought down in a few days.

STORE FRONT DISPLAYS.

A word about the displays in front of all cheap stores. Has it ever struck the grocer that the articles marked out in front of the cash stores consist of the same old chestnuts all the year around? Oatmeal, tomatoes, corn and peas, soap, etc. All over about the same price, and I wonder the public give these displays any attention at all any more. The professional bargain hunter or runner takes about the only interest in these advertised goods and by going six or eight blocks up the avenue, supplies herself with groceries at about cost.—Retail Grocers' Advocate.

PERSONAL MENTION.

Mr. Francis Solari, of Smyrna, Turkey, was again in Toronto the latter part of last week.

Mr. W. H. Gillard, senior partner of the firm of W. H. Gillard & Co., wholesale grocers, Hamilton, was in Toronto on Wednesday.

WHY BUTTER IS EASY.

Mr. Park, of Park, Blackwell & Co. says there is too much butter of inferior quality coming in just now to allow the price to rise at all. To get their old stock off their hands, dealers are taking any price offered them. The packing of grass butter has already commenced, which will mean the immediate rise in price.

WE HAVE TO OFFER

CANNED TOMATOES PEAS AND APPLES

SPECIAL PRICE FOR CAR LOTS.

H. P. ECKARDT & CO.

Wholesale Grocers TORONTO

For the Whitest, Lightest and Sweetest Cakes

USE

Ocean Wave

Baking Powder

Manufactured by the

HAMILTON COFFEE AND SPICE CO.

LIMITED

HAMILTON, ONT.

IMITATORS

cannot produce anything to resemble it in any way. It is the only perfect Cheese on the market for

Cottage, Cruise, Camp and Palace

For sale by all reputable grocers.

A. F. MacLAREN & CO.

TORONTO, CANADA.

THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

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Fine Magazine Printers
and
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John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

THE OUTLOOK FOR TRADE.

WHAT this country needs most of all at the moment is confidence. And there is no reason why we should not have it.

From all parts of the country come reports of good crop prospects, both cereal and fruit, while farmers generally are increasing their earning powers and at the same time lessening the possibility of disastrous seasons by paying more attention to diversified farming.

Then there are the railroads; their earnings are increasing nicely compared with a year ago and materially compared with two years ago. There is a great deal of talk regarding the quietness of trade, but as railways live by carrying merchandise, it is obvious that the quietude is exaggerated rather than under-estimated. In all the leading commercial countries railway earnings are accounted reliable trade barometers. And when they are on the ascendency it is quite reasonable to expect that the summer of better times is approaching.

The returns of the chartered banks of the Dominion give further indications of awakened activity in trade, the discounts and loans having increased nearly 3¼ million dollars during April compared with the previous month. All the provinces, it may be noted, contributed to the increase. In March the discounts and loans were about 4½ million dollars larger than in February. The notes in circulation increased $783,334 during April.

Turning to the trade returns, we again find the results favorable. The imports for home consumption entered during April, the last month for which figures are to hand, increased $485,787 compared with the same month a year ago, while the exports showed the substantial increase of $1,799,788. Taking the ten months' trade ending April 30, the imports are $93,498,952 in 1897, against $92,062,405 in 1896, an increase of $1,436,547. It is in the exports, however, that the increase for the ten months is most notable, the figures for the respective periods being $106,339,814 and $96,903,450, an increase of $9,436,364, or nearly 9¾ per cent. The aggregate trade for the ten months of the present fiscal year was over 5¼ per cent. larger than for the same period in 1896.

In Manitoba, the Territories and British Columbia there is certain to be a great deal of activity, what with the influx of farm settlers and people interested in the mining industry. And it must be remembered that the people who enter the mining country will be largely consumers and not producers.

One unsatisfactory feature about the situation is the lumber industry. It certainly is not as promising as might be desired. Our trade with Great Britain in this particular article is increasing, but we have so long been accustomed to look upon the United States as our chief market for lumber, that whenever the demand from there falls off or hostile tariffs are on the tapis, we immediately become discouraged.

The United States is undoubtedly a good market for our lumber. But it is a market which is, on the whole, over-estimated. The United States does not by any means use all the lumber she imports from Canada. On the contrary she re-exports a great deal of it to countries which we ought to sell to direct. And if we were as wide-awake and as enterprising as we should be these countries would be our direct instead of our indirect customers.

Of our total exports of $27,175,686 worth of products of the forest $12,530,551 went to the various countries in the British Empire and $14,645,135 to foreign countries. Of the last-named amount $13,528,047 was taken by the United States. Last year our exports to Great Britain increased by nearly 2¼ million dollars.

Stocks of merchandise in stores throughout the country are, on the whole, light. The fact that merchants are buying from hand to mouth, and have been for some time, is evidence of it. And light stocks necessarily mean light liabilities.

The dulness which characterizes trade in the United States certainly does not help trade in Canada, but we shall never make much headway if we are watching our neighbors all the time. The tariff question has been settled in Canada, the crop prospects are good, increased activity is to be noted in trade, and the conditions generally are favorable. What we want is confidence, accompanied by push and business common-sense.

VALUE OF TIDY STORES.

A great many grocers sit around the store, let the work go, and wait for customers. They wonder how it is they do not do as big a business as the one opposite, who has just moved there. The latter always keeps himself busy cleaning up and arranging the goods so as to give the store an attractive appearance.

Grocery men must remember that women take notice of these things, and a clean, tidy store is one of the best advertisements they can have, for it gets whispered around: "What a lovely store So-and-so has."

Success in advertising depends more on the ability of the advertiser than some people are willing to acknowledge.

THE FRUIT CROPS.

The first reports of the frost in Western Ontario on the night of Friday, May 21st, were to the effect that a great deal of damage had been done. At London the tomatoes, beans and other delicate plants were reported to have been destroyed, and the prospects for a cherry and currant crop greatly spoiled. Although the frost was rather heavy the damage does not seem to be so serious as was first reported. Owing to the lateness of the apple trees in blooming these were not hurt.

An examination of the peach trees in Essex county shows that the crops will be a failure. The extremely cold wave last winter killed the buds, which grew to a large size last fall on account of the mild weather. In that section the prospects for a good crop of pears and plums and most small fruit is good.

HOW A LAW IS MADE ABORTIVE.

MR. W. A. McKNIGHT, cheese importer, Liverpool, and a member of the Produce Exchange in that city, was in Toronto on Tuesday for a few hours.

Mr McKnight's visit to the North American continent is primarily with a view to securing in the United States a more vigorous enforcement of the law regarding filled cheese.

This law was passed last year, and stipulated that all filled cheese must be stamped as such in letters not less than two inches long in four places on the sides as well as on the top and bottom of the cheese. But this law appears to be kept more in the breach than in the observance.

Instead of the letters being in black they are but a shade or two darker than the light-colored package, and are so skeleton in construction as to only occupy 2¾ inches space. To read the words is practically impossible, and this is obviously the intention. We endeavored to get our engraver to make a cut of letter on one of the cheese boxes, but it was so obscure as to baffle even his skill.

But not only are the words "filled cheese" printed in letters almost invisible, but what is clearly a more fraudulent intention is the placing of two cloths on the cheese, the outer one being removed on arriving in Great Britain, and thus putting the cheese on the English market without anything to indicate that it was the imitation and not the genuine article.

As the United States Secretary of Agriculture remarked when the matter was brought to his attention, the officers of the Government were allowing the law to conform to the cheese instead of the cheese to the law.

Mr. McKnight's mission promises to be anything but barren of results, the Secretary of Agriculture having declared that the law shall be carried out to the letter. According to his instructions the words "filled cheese" are to be printed in black letters, and the use of two cheese-cloths is to be forbidden.

Canada is not uninterested in the proper enforcement of the law. A great number of United States cheese are shipped to Great Britain in the summer months by way of Montreal, and when they arrive on the other side often become known as Canadian cheese.

That there is a danger of these filled cheese being confounded with Canadian cheese is obvious. Only a year or two ago, it will be remembered, a writer in a Scotch paper made a vicious attack upon what he termed filled cheese from Canada. And it was only after the Canadian Government had taken the matter in hand that the writer in question found he had made a mistake, and was compelled to apologise. Of course, every Canadian and every practical cheese man in Great Britain knows that not one pound of filled cheese is made in Canada. The law prohibits it. Illinois is now, it appears, the only state in the Union in which filled cheese is made. Wisconsin, formerly one of the centres of this industry, has passed a law prohibiting its manufacture.

Since 1893 it is estimated that thousands of boxes of adulterated cheese have been imported into Great Britain, but until April 28 last, they have never appeared in the Customs returns as anything other than cheese. Thanks, we believe, to the efforts of Mr. McKnight, in the Liverpool Customs bill of entry of that date cheese and imitation cheese were for the first time separated. And these returns show that on the date in question there were entered at the Custom house 409 boxes of imitation cheese and 176 boxes of cheese. Mr. McKnight has the documents with him showing this.

Filled cheese, everyone may perhaps not be aware, is made from skim milk curd, cotton-seed oil, neutral lard and oleomargarine. As long as this filled cheese is kept in a cool place it is sweet and inoffensive. But let it be assailed by warm weather or heat and the opposite conditions are created. On the British market it is sold at 6d. per pound as the genuine cheese, and, with its predisposition to go bad on the slightest pretext, it is obviously a dangerous enemy to the legitimate cheese trade.

Mr. McKnight is the author of a neat little vest pocket book of tabulated cheese and butter statistics. The following, giving the colonial and United States cheese imported, in hundred-weights, into the United Kingdom for the four years ending December, 1896, is taken from Mr. McKnight's statistics :

	Australasia.	Canada.	United States.
1893.....	37,114	1,046,704	645,235
1894	54,378	1,142,104	672,347
1895 ...	92,759	1,150,013	500,409
1896... ..	52,149	1,234,297	581,187

It should be remembered that the figures referring to the United States comprise imitation as well as genuine cheese.

THE OUTLOOK FOR JAPAN TEA.

THE first shipment of new season's Japan tea reached the Toronto market on Monday, ex Empress of India and C.P.R.

The tea is April pick. It is about 10 per cent. dearer than the first shipment of 1896, and could not be duplicated in Japan except at a material advance. This Canadian buyers are unwilling to pay.

This firmness in the market is due to the extraordinary demand from the United States for all teas that can be landed before July 1 to avoid the proposed duty of 10 per cent. per pound.

In view of these conditions it is feared Canadians will have to be content with a small quantity of early-picked Japan tea.

It is thought that after the demand in the United States has been satisfied a decline in prices is almost certain to take place, but by that time all the early Japan teas will have been shipped out of the country of production.

There should be good clerks as well as good goods behind the counter, for the bad odor of the one will spoil the sweet savor of the other.

SITUATION IN LEMONS.

The situation in lemons is anomalous. According to the official statistics, there are now on the way to New York alone 200,000 cases less than this date a year ago, while the arrivals so far are also much less than last year.

The reasons assigned by holders for the depression in the market is the unusually backward and cold spring, which has checked consuming demand and prevented speculative purchases.

The uncertainty of the tariffs of the two countries have not had a stimulating effect upon the demand for shipment, for the reason, it is said, that, in spite of the light receipts, the markets are believed to be well supplied, and the old time speculative spirit lacking.

May, June and July are considered to be the best months for lemons, so that the available stocks would not last long if the demand were up to the average. Holders, therefore, look for a large increase in consuming trade, and an immediate rise from the prevailing low prices, with the advent of warm weather.

MONEY AND SUCCESS.

ONE of the hardest puzzles to a young man of to-day is how to connect success with small earnings. Certainly, unless clever, he cannot obtain success at one bound, so that it remains to choose the best from the many long methods.

Most of our moneyed and successful men of to-day say that they attribute their success to the fact that they early acquired the habit of saving their coins and of practising economy in every expenditure. Thus, without being miserly or niggardly, the early lessons in saving prevented them from wasting a great deal of the money which young men are prone to do.

Of course any young man who is struggling for a social position, or who, on account of his being clever, has a higher and more responsible position, finds it hard to save the coins that an apprentice does.

But yet a great many think that it is only by emptying their pocketbooks that friends can be gained. In some cases it may be so. But in the long run the friends won by your own personality will exhibit far more of the qualities of a friend when called upon to do so than would those bought by making a show of money.

Of course money and economy is not the only means to success. To accomplish one's ends in these days a man must be shrewd and capable of taking advantage of opportunities. When lectures in economy are given by our rich men, it cannot be inferred that it was by this means only that they succeeded. We can see in these men also other qualities which must have been a factor in their gaining their riches. But still economy is one of the traits that mark the successful man of business, for he, without being miserly, is ever careful to cut down needless expenses, and to penetrate deep-rooted schemes.

MR. ARGUIMBAU, OF DENIA.

Mr. J. D. Arguimbau, the well-known fruit exporter, Denia, Spain, spent a couple of days in Toronto last week. Private business brought him to New York, and his visit to the Queen City was a flying one, being taken chiefly with a view to seeing the friends he has there in the wholesale grocery trade. He said that when he left Spain the crop prospects for Valencia raisins were good, the yield promising to be as large or larger than last year. Of course, he said, it was too early to definitely forecast what the crop would be.

Mr. Arguimbau was accompanied in his visit to the trade by Mr. P. L. Mason, his Toronto representative. His visit was a gratifying one on account of the remarks of satisfaction regarding his fruit which he heard from the trade.

The Jubilee celebration will find Mr. Arguimbau in England.

OPENING PRICES ON CANNED SALMON.

The question of new pack canned salmon is naturally attracting some attention at present, but so far nothing definite in the shape of reliable intelligence regarding it has been had from the Coast.

Some offers have been reported on the Coast, it is true, but the difference between these and the opening figures last season is so great that eastern buyers are not disposed to place much reliance on them, lacking more detailed information.

It is claimed that $3.65 f.o.b. Coast has been refused, sellers asking $4.

As prices opened out last year at $3.40 to $3.50, or 50 to 60c. per case lower, it is not surprising that buyers should look on these high figures with some suspicion.

At any rate nothing has been done, and one of the largest firms of grocers in Montreal said the other day that they were in no hurry about contracting.

HE REPRESENTED TRADE PAPERS.

Dr. Griffin, whose doings recent and remote are receiving so much attention from the press of the United States and Canada, was ran against in Pittsburg a few weeks ago by a representative of THE CANADIAN GROCER. The "doctor" was representing a couple of Montreal trade journals as an advertising solicitor. He was "throwing on" a great deal of style, endeavoring to create the impression that he was an important personage who had the authority to make large purchases of goods as well as sell advertising space.

The "doctor" may or may not be guilty of all the charges levied against him, but his record is certainly against him.

SHORT SALES OF JUNE CHEESE.

EVERY season there is more or less short selling of June cheese, or, in other words, sales of June make, in the belief that prices will decline before the time for delivery arrives.

This year, however, this speculative practice is being followed much more extensively than usual, for already, before we are hardly into June, operators in Montreal and elsewhere in Canada have contracted with the Britishers to deliver in the vicinity of 60,000 boxes of Canadian June cheese all the way from 41s. to 43s., or the equivalent of 8¼ to 8½c. or thereabouts Montreal.

These speculators are basing their deal on the generally admitted fact that an enormous make is going on throughout the country, and calculate from this that they will be able to fill these short contracts at a profitable margin to themselves. Based on last year's cost of June cheese, which was from 6¼ to 7¼c., and the way price are declining in the country, the market at present is certainly going in their favor; but there is many a slip 'twixt the cup and the lip.

As the ruling prices in the country stand at present they have a margin to work on, but a moderate advance in the market would wipe this out, and then these enterprising gentlemen would be decidedly out in the cold.

The knowledge of these large short sales is also in itself a strengthening factor, for, with the knowledge that they have to be filled, the temptation to squeeze the shorts will be very strong, unless the latter have already made provision in advance to protect themselves. They may not have done so, for it has happened often before that short contracts were never filled, the shorts preferring to settle up with their English buyers as a cheaper method than actually delivering the cheese.

That in the meantime the market was thrown into a state of confusion was of no importance to them in their greed to shut a competitor out of a little business here and there. But though this speculation is often baneful in its effects it is questionable if any legislation can be shaped that will put an end to it.

There are plenty of opportunities for success in life but a great many men either do not see them, or, seeing them, are unequal to the task of grasping them.

THEY MAKE SATISFIED CUSTOMERS

—

TRY

SATISFIED CUSTOMERS MAKE BUSINESS GOOD

—

TRY

LORIMER'S WORCESTERSHIRE SAUCE,
Pints and Half-Pints.

SANDRINGHAM SAUCE,
Pure and Piquant.

RENNET POWDER,
A Vast Improvement on the Old Fashioned Liquid Essence of Rennet.

In Pickles, Jams
Marmalades
Fresh Herrings

Kippered Herrings
Findon Haddocks
Fish Pastes, etc.

Those made and packed by
MACONOCHIE BROS., LONDON,
cannot be surpassed.

Robert Greig & Co., Montreal

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, June 3, 1897.

GROCERIES.

WHILE trade cannot be characterized as active, it is, on the whole, brisker than it was a week or ten days ago. It is, however, unmarked by any very striking features. There has been a little doing in canned salmon for future delivery, but beyond the fact that prices are lower than last year, little or nothing can be ascertained. Canned tomatoes and peas continue in good demand at firm prices, and business in fruits is improving a little. "B" brand rice is scarce on the street and prices are firm. The commoner descriptions of coffees are easier, while the higher are firm. Sugars are quiet, although the demand is improving, and wholesalers are still drawing upon speculators' lots for supplies. In spices the feature is a further advance in pepper at the primary points. Teas are, on the whole, quiet. There are still a good many tobaccos going out. Such seasonable lines as pickles, sauces, etc., are experiencing a good demand. Payments are not altogether satisfactory.

CANNED GOODS.

Canned salmon for future delivery has been receiving a little attention during the past few days. Prices appear to be yet without a settled basis, and figures are not procurable. About all that can be ascertained is that prices are slightly lower than last year and that in the transactions that have taken place the figures obtained were not more than $3.65 f.o.b. on the Coast. Canned tomatoes and peas continue in good demand in a sorting-up way, at firm prices. Nothing yet appears to be doing in the way of futures. There is a little doing in canned fruits, but the output is, so far, only small. We quote: Tomatoes, 75 to 80c.; corn, 50 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c;. peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

Rio and Santos coffees are a little lower in the primary markets, but the finer coffees, such as Java, Mocha, East Indian, etc., are firm. Locally trade is quiet. Jobbers quote green in bags as follows: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Business in syrups continues quiet. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Business in molasses is still quiet. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

The refineries are still doing but little business, the wholesalers largely supplying their wants of both granulated and yellows from speculators' stocks. The refiners are still firm in their price notwithstanding. During the past week retailers have been replenishing their stocks more freely, and the wholesalers are in consequence able to report a little more activity, but at the same time a large trade is not being done. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; Demerara crystals, 3⅞c. The New York market is firm, but the London market has been characterized by some irregularity.

NUTS.

Advices from the primary markets state that the price of filberts is advancing steadily

BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment
Best Goods . . .

WALTER WOODS & CO.
HAMILTON

DRINK : : :
:: Chocolate for Breakfast
It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

ONE TENTH

of all the BLACK TEA sold in the Dominion of Canada IS

"SALADA"
CEYLON TEA

Our sales at the rate of the past four months prove this, and are open to inspection, and are fully double that of the same period last year.

P. C. LARKIN & CO.

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
15 Niagara Street - - - BUFFALO
347 and 349 Fifth Ave, - - PITTSBURG

Don't Experiment

The demands of business to-day don't give much time for experimenting. It doesn't pay.

Let the others do it. You accept the actual results with proof.

So with Soap

Push and sell what's advertised—what time and experience have proved to be best.

It pays, for this reason, to buy and sell **SURPRISE SOAP.** In many years it has been the standard.

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THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

and that still higher figures are looked for. Early purchases will be the cheapest. Latest advices from Spain confirm the reports of frost damage to the almond trees while in bloom. Locally there is nothing new to note. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

There is a scarcity of "B" rice on the street. In fact, there is scarcely a sack to be had. In the primary markets prices have receded a little from the highest point, but the Canadian mills are firm in their figures. We quote: Standard "B," broken lots, 3⅞c.; 1 to to 5 sacks, 3¾c., and 5 sacks and over, 3⅝c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

The feature of the local market this week is the arrival of the first shipment of new season's Japan tea, April pick. It arrived on Monday. Further reference to this tea will be found on the editorial page. The tea trade generally is quiet, and shipments from here to the United States have practically stopped. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

The currant market remains firm and the demand fair. It is estimated that there are only about 1,500 tons of currants in Greece against 20,000 tons a year ago. We quote as follows: Provincials, 4⅞ to 5c. in bbls.; ditto, half-bbls., 5c.; fine Filiatras, in bbls., 5 to 5⅛c.; do., half-bbls., 5 to 5⅛c.; Patras, 5¾ to 6c. in bbls., 5¾ to 6c. in half-bbls., and 5¾ to 6c. in cases; Vostizzas, cases, 7 to 8c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are still dull. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

Dates are quiet and uninteresting. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

Mail advices from Smyrna, under date of May 8, state that lately even rain-damaged fruit had been sold at high prices, while the stock remaining in Turkey is only 800 tons of very inferior fruit. The new crop was progressing favorably.

California evaporated fruits are quiet and featureless. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

There is not much doing in prunes and the market is uninteresting. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

GREEN FRUITS.

The demand for oranges and lemons continues good. The pineapple market is brisk. During the week tomatoes lowered

New Season's Pack

"GOLDEN"

FINNAN HADDIES

now for sale by all wholesalers; only best quality haddies used. Full weight in each can. Order at once.

Northrup & Co.

Packers' Agents ST. JOHN, N.B.

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

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Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. .. TORONTO.

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If not represented in WINNIPEG

"For sale of your goods to jobbers will be pleased to have you write me."

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14 years' experience. Established 1882

AUCTION SALE

We will sell on June 8th
2 o'clock p.m. . . .

20,000 Boxes LEMONS
500 " ORANGES

DIRECT IMPORTATION

CLEMES BROS., - Toronto

51 Front Street East.

in price, but have closed firm at about the same as they were last quotations, The daily morning auction at 10 o'clock has created a good market for strawberries. Cocoanuts are scarce and in good demand. We quote: Oranges — Valencias, ordinary, 420's, $6 to $6.50 per case; large 420's, $7 to $8; Messinas $3.25 to $4 for 200's, $3.50 to $4 for 300's, $1.75 for 80's, $2 to $2.25 for 100's, $2.20 to $2.25 for 120's, $2.50 to $2.75 for 150's, $2.75 to $3 for 180's; blood oranges, $2.50 to $3.50 per half box. Lemons, $2 to $3.50. Cocoanuts, $4.25 a sack and 60c. per doz. Onions, $3 to $3.25 per bag for Egyptians. Bananas, $1.50 to $2.50. Pineapples, 6 to 10c. each. Strawberries, 11 to 12½c. per quart. New cabbage, $2.50 per crate. Tomatoes, $2.50 to $2.75 per case of six baskets. Apples—Fancy Spies, $3 to $4 per bbl., and other kinds $1 to $2 per bbl.

BUTTER AND CHEESE.

BUTTER—Receipts of butter, especially in tubs, have been fairly liberal. Shipments of pound prints and rolls have eased off, as commission houses have been discouraging shipments in this form. Sales have been inactive, and there is a tendency to accumulation of stocks. Prices remain about the same as last week's quotations both in creamery and dairy. We quote: Dairy butter— Tubs, 11 to 12c.; white and mixed tubs, 7 to 9c.; large rolls, 10 to 11c.; tubs wanted in preference; pound prints, 11 to 12c. Creamery — Tubs, 16 to 17c.; 1-lb. blocks, 17c.

CHEESE—Market is weak. New cheese is selling at 8 to 8¼c., jobbing price, 8¾ to 9½c. Old cheese is firm at 11½c.

PROVISIONS.

Trade has been active during the past week in all lines. At times it has been difficult to keep up with orders. Apparently barrel pork and heavy mess are getting pretty light in stock and short cut is practically sold out. The present advance in live hogs makes prices firm.

DRY SALTED MEATS—Long clear bacon, 7¼c. for carload lots, and 7½ to 7¾c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 8c.; hams, large, 10½ to 11c.; medium and small, 11½ to 12c.; shoulder hams, 7½c.; backs, 10½ to 11c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½ to 6¾c.; tubs, 6½ to 7c.; pails, 6¾ to 7¼c.

BARREL PORK—Canadian heavy mess, $13 to $13.50; Canadian short-cut, $14 to $14.50.

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.

CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
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CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by M. P. CARD, Guelph, Ont.

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

The demand for large roll is falling off now. Tubs are wanted, selling at 11 to 12c.

EGGS STEADY AT 9 TO 9½c.

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

MACDONALD, TUPPER, PHIPPEN & TUPPER

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Solicitors to the Bank of Montreal, the Merchants Bank of Canada, the Bank of British North America, the Canadian Pacific Railway, the Manitoba and North-Western Railway of Canada, the Hudson Bay Company, the Canada North-West Land Company, the Loudon and Ontario Investment Company, the Equitable Loan and Savings Company, the Canada Life Company, etc., etc.

G.F.& J.GALT 42 SCOTT ST. TORONTO. PACKERS OF THE CELEBRATED BLUE RIBBON TEAS

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

SALT.

Trade has improved. The many enquiries coming in portend a good June business. Prices are unchanged. Quoted at Toronto, carload lots go at $1 per bbl. and 60c. per sack; less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

COUNTRY PRODUCE.

BEANS — Business is dull. We quote mixed at 40 to 50c. and hand-picked at 60 to 65c.

DRIED APPLES — There is no change. Prices are nominally 1 to 2½c.

EVAPORATED APPLES — Market is still firm, and the demand is fair. Wholesale quotations are: Quarters, 3 to 3½c.; ordinary sliced, 4 to 5c.

EGGS — Receipts have been large, although it has been difficult to make sales. There is a tendency to lower prices to effect large sales. Picklers seem to be through their operations for the season, so that there is a tendency to accumulation of stocks. The idea as to price is 9 to 9¼c.; No. 2 eggs are quoted at 6½ to 7c.

POTATOES—Are becoming scarcer. Prices have risen several cents during the week. We quote: On track, 21 to 22c., and out of store, 28 to 30c.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

MAPLE PRODUCTS — Dull. The ruling prices for good syrup are: 5-gallon tins, 55 to 60c. per gallon; 1-gallon tins, 60 to 65c. per gallon; sugar, 6½ to 7½c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—During the week prices have not changed much. Trade is dull. Oats and peas have risen a few cents. We quote: Red wheat, 73c.; white, 75c.; goose, 62½c.; oats are in good demand from 25c.; peas, 45½c.

FLOUR—Business fair; prices not much changed. We quote in carloads on track, Toronto: Manitoba patents, $4.50; Manitoba strong bakers', $4; Ontario patents, $4 to $4.45; straight roller, $3.85 to $3.90, Toronto freights.

BREAKFAST FOODS—Trade is moderate, and although prices have dropped in some cases, there is no cutting going on. We quote: Standard oatmeal and rolled oats, $3 in bags and $3.10 in bbls.; rolled wheat, $2.60 to $2.70 in 100-lb. bbls.; cornmeal, $2.15 to $2.25; split peas, $3 to $3.25; pot barley, $3 to $3.25.

FISH.

The quantity coming forward still continues greater than the demand warrants. White fish and trout have dropped in price slightly. We quote as follows: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 5 to 6c.; trout, 5 to 5½c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, $3 to $4 per bbl. and $2.25 per half-bbl; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; fresh water herring (heads off), $2.50 per keg.

HIDES, SKINS AND WOOL.

HIDES—Firm, with no changes during the week. Dealers pay 7½c. for No. 1, 6½c. for No. 2 and 5½c. for No. 3.

CALFSKINS—Market brisk; no change in prices: No. 1 veal, 8 lbs. and up, 9c. lb.; No. 2, 7c. Deatons, from 30 to 35c.; culls, 15 to 20c. each. Sheep skins, $1.25 to $1.35; $1.50 for best; shearlings, 15 to 20c. each; lambs, 25 to 30c.

WOOL—Owing to the delay in the passing of the American tariff, which is expected in a month, the market is still in a state of uncertainty. As soon as duty of 16c. per lb. on washed fleece and 9c. per lb. on unwashed is put on, it is expected there will be a falling off in price. Price is 21c., which may be changed any moment. Unwashed, 12c.; tub-washed, 19c.; pickings, 9c. We would advise caution in buying wool.

PETROLEUM.

The oil market has picked up considerably. Machine oil is in good demand at this season of the year. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Pepper is dearer.

"B" rice is scarce.

Beet sugar declined ¼d. in London on Tuesday.

Cream of tartar has advanced fully equal to 1c. per lb. in the primary market during the past week.

The first shipment of new season's Japan tea, April picking, reached the Toronto market on Monday.

QUEBEC MARKETS.

MONTREAL, June 3, 1897.

GROCERIES.

THERE has been little change in the general grocery market, and business as a whole has ruled exceedingly quiet. In sugar neither the refiners nor the jobbers are doing anything except the merest hand-to-mouth trade, but prices are steady. The same remarks apply to syrup, while in molasses large supplies have put buyers in an independent frame of mind, and the better advices from both Porto Rico and Barbadoes have had no influence on the feeling here. In tea the speculative spurt is over and business is of a very ordinary character. Dried fruit, coffees, spices, etc., continue much as they were. In canned goods, salmon are attracting some attention, but there is nothing definite as yet to

WE ARE *PAYING CASH* FOR **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

During the Summer Months

Your customers will want Condensed Milk and Condensed Coffee and Milk. It pays to handle the best---the

"REINDEER" BRAND

Campers, Tourists and Excursionists use them.

Raisins For a special drive this week we are offering Fine Loose Malaga Muscatel Raisins, the finest goods packed, at prices that will astonish you. See our travellers or write us for prices.

Molasses A carload just arrived, in barrels and half-barrels, at tempting prices.

Currants It always pays you to handle Clean, Stemless Currants; no sticks, stones nor dirt; all ready for use.

Canned Fruit Special prices in California Apricots, Peaches, Plums and Nectarines. . . Canned Apples, Raspberries, Strawberries and Plums.

The EBY, BLAIN CO., Ltd.

Wholesale Importing and Manufacturing Grocers

Toronto, Ont.

go on regarding new pack. although reports from the Coast speak of higher prices asked.

SUGAR.

The sugar market continues extremely quiet and prices generally are unchanged, for, despite the exceeding dulness, refiners' prices are held firm at 4⅛ to 4¼c. for granulated and 3¼ to 3½c. for yellows. The jobbing demand is strictly confined to actual wants, and prices in this particular also are the same as quoted a week ago, at 4¼ to 4⅜c. for granulated and 3½ to 4c. for yellows. In London beet sugar has ruled steady, beet recently being cabled ¼d. firmer for May, at 8s. 9¾d, while August was strong at 8s. 11¼d.

SYRUPS.

There has been no change in the syrup market, business ruling quiet at 1⅜ to 1⅞c., as to quality.

MOLASSES.

The molasses market has ruled easier under ample supplies, and though advices from the Island both on Barbadoes and Porto Rico have been firmer, especially on the latter, the fact has had no influence in stiffening the spot position, nor is it likely to in view of the ample supplies which are now offering. As a result values generally are 1c. per gallon lower on Barbadoes, round lots of which have changed hands all the way from 21 to 23c. for new, ex ship, and Porto Rico, to arrive, at 24c. for choice stock. We quote values in a jobbing way, therefore, on both grades at 24 to 26c., according to grade and quality.

RICE.

The strength noted in the rice market continues and there is strong possibility of higher prices in the near future, though we repeat former quotations to-day. We quote: B grade, or any other quality equal or inferior as follows: Bags, 250 lbs., 1 to 4 bags or equal to $3.50; 5 to 9 bags, $3.45; 10 bags or over, $3.40. Half-bags, 100 lbs., 1 to 4 bags, $3.55; 5 to 9 bags, $3.50; 10 bags and over, $3.45. Quarter-bags, 50 lbs, 1 to 4 bags, $3.60; 5 to 9 bags, $3.55; 10 bags or over, $3.50. Pockets, 12½ to 25 lbs.; 1 to 4 bags, $3.65; 5 to 9 bags, $3.60; 10 bags and over, $3.55.

SPICES.

There has been nothing special to report in the spice market. We quote: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEES.

The coffee market continues quiet and unchanged. We quote: Maracaibo, 15 to 25c.; Santos, 12½ to 18c.; Rio, 12 to 16c.; Mocha, 24 to 26c., and Java, 24 to 27c.

TEAS.

There has been little activity in the tea market, for reasons already mentioned before, that stocks in first hands in Canada have been pretty well reduced. Beyond a moderate movement in Japans on home account at a range of 16 to 18c. there has been little business to note. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c: for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

The canned goods market has not presented many new features since last report. Considerable attention is being directed to new salmon, but so far nothing has been done, for figures on the Coast, which are specially referred to elsewhere in our editorial columns, are not considered reliable by wholesale grocers in this city, and they are holding off. Canned lobsters are very scarce and 50c. higher here, none now being obtainable under $9. We quote: Tomatoes, 75 to 80c.; corn, 50 to 80c.; peas, 80c.; peaches, $1.50 to $1.80 for 2's; raspberries, $1.40 to $1.90; strawberries, $1.70 to $1.90, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2.30; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; cohoes, $1.05 to $1.15; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.30; lobsters, $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

DRIED FRUIT.

There has been no change in Valencia raisins. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins remain the same, and advices from the Coast state that there is very little to come forward. We quote standard brands California 2-crown, 6¼ to 6¾c., and 3-crown, 7 to 7½c. The outlook for the coming crop is encouraging.

Figs are unchanged at 8 to 12c., and dates at 5 to 6c.

There is no change in prunes, which we quote as heretofore: California, 6½ to 7c.; French, 4½ to 5c., and Bosnia, 6c.

Evaporated California fruits are steady. We quote: Peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 10 to 14c., and prunes 8 to 12c., according to brand and quality.

NUTS.

The nut market continues quiet. We quote: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, $3.50 to $3.75 per 100.

APPLES.

There has been no change in apples, which sell at $3 per bbl. for what little remains.

DRIED APPLES.

There is nothing doing in dried apples, which continue nominal at 3 to 3¼c., and evaporated, 3¾ to 4¼c.

GREEN FRUIT.

The auction sale of oranges and lemons given elsewhere will show what prices on these were. In other lines of green fruit business has been fair. Pines are a heavy receipt and prices are low at 6 to 15c. as to grade. Bananas are in good demand and steady at $1 to $1.50 per bunch. Receipts of first crop strawberries from the south are the heaviest on record, and they are selling all the way from 10 to 13c.

COUNTRY PRODUCE.

EGGS—There was no important change in the situation of the egg market. The demand was fair, and prices about steady at 9 to 9¼c. per doz.

MAPLE STOCK—The demand for maple product is slow, owing to the fact that buyers have ample supplies on hand. We quote; Maple syrup, 4½ to 4¾c. per lb.

MARSHALL'S
Saratoga Potato
CHIPS.

Grocers sell them.
Manufactured by . .
JOHN E. MARSHALL
118 Commercial St.,
Boston.
D. H. RENNOLDSON,
Agent in Montreal.

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

Bird Seed Facts

If you sell bird seed you have every reason to sell **Cottams.** It affords as large a profit as any reliable goods allow—a much more liberal margin than is allowed by other proprietary articles advertised to the same extent. **Cottams** cannot be sold as cheap as some, but we take it that your trade does not call for dirty or inferior goods. It pays best to handle **Cottams.**

Sold by all wholesalers.

DAWSON & CO.
FRUIT, PRODUCE AND COMMISSION MERCHANTS,
32 WEST MARKET STREET
TORONTO.

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL .. **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

PURE
LARD
.. OF THE ..
Best Quality.
Special Prices This Week Get Our Figures.
IN 5 TUB AND 15 PAIL LOTS.
F. W. FEARMAN - HAMILTON

and 45 to 55c. per tin. Sugar, 6 to 6½c. per lb.

BEANS—Business in beans is very quiet, and prices are unchanged at 55 to 60c. in car lots, and 65 to 70c. in a jobbing way.

HOPS—Steady and unchanged at 11¼ to 11½c.

PROVISIONS.

Trade in provisions continues quiet and chiefly of a jobbing character, but the tone of the market is firm and prices show no change. We quote: Canadian pork, $12.50 to $13.50 per bbl.; pure Canadian lard, in pails, 6¼ to 6¾c., and compound refined at 4¾ to 5¼c. per lb.; hams, 10 to 12½c., and bacon, 10½ to 11½c. per lb.

FLOUR AND MEAL.

Locally millers report trade in Manitoba flour good, but dealers in Ontario grades state that business is slow and chiefly of a jobbing character. We quote: Winter wheat patents at $4.25 to $4.40; straight rollers, $3.75 to $3.90, and in bags, $1.85 to $1.90. Manitoba strong bakers', choice, $4.10 to $4.15; outside brands, $3.90 to $4.10, and spring wheat patents, $4.40 to $4.60.

Trade in feed continues active, and as millers in some cases are considerably oversold, they have advanced prices 50c. per ton, and are now firm at $10 for bran and $11 for shorts per ton, including bags.

There was no change in the market for rolled oats, business being quiet, but prices rule firm at $2.90 per barrel and at $1.40 per bag.

BALED HAY.

Owing to the continued scarcity of baled hay there have been two advances in prices during the past week, which are now $2 to $2.25 per ton higher than they were last week, at $13 to $13.50 for No. 1 and $12 to $12.50 for No. 2 per ton.

CHEESE AND BUTTER.

The heavy feeling in cheese continues and prices are lower again this week when it is a question of effecting a sale. At the wharf some 1,500 boxes of French country cheese were offered and these sold at 8c., which is a decline of ½c. compared with a week ago. In a general way the market to-day was 8 to 8¾c. It is understood that the short sales of June cheese have gone on apace and that in the vicinity of 60,000 boxes are represented on this account all the way from 41 to 43s.

The butter market exhibits no signs of improvement. For business on local jobbing account prices are unchanged at 16½c.

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

BROCK'S BIRD SEED

is the standard by which all good bird seeds are judged To say it is equal to "**Brock's**" is the highest praise that can be bestowed. 1-lb. and ½-lb. pkts. All wholesalers. See you get it.
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

LONG CLEAR **BACON**
Roll Bacon, B. Bacon,
Hams, Pure Leaf Lard
WRITE FOR PRICES
The WM. RYAN CO. Ltd.
Pork Packers, TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

PURE LARD
MAPLE LEAF BRAND
If you have tried it you know the quality. If not, send for sample. It is the finest in the market. According to prices of other Hog Products, price of Lard is **below cost of production.** Can you wish for a better chance to stock up? Write us.
D. GUNN, BROS. & CO.
Pork Packers and Commission Merchants,
TORONTO, ONT.

FANCY ORANGES
All Varieties
Extra Fancy Lemons, Finest Bananas Grown, Pineapples, Strawberries, Tomatoes, Etc., Arriving daily.
HUGH WALKER & SON
GUELPH, ONT.

The exports from here last week were as follows :

CHEESE.

	Local.	Through.	Total.
To Liverpool—			
State of California	3,326	983	4,309
Ottoman	1,363	....	1,363
Parkmore	311	335	646
To Glasgow—			
Amarynthia	740	320	1,060
To London—			
Grecian	11,565	701	12,266
To Bristol—			
Merrimac	5,483	931	6,414
To Leith—			
Bellona	484	....	484
Total	23,272	3,270	26,542
Corresponding week last year.	10,917	8,874	19,791
Total shipments since May 1, 1897	66,462	17,790	84,252
Corresponding period, 1896..	35,805	44,547	80,352

BUTTER.

	Local.	Through.	Total.
To Liverpool—			
State of California	41	...	41
Ottoman	....	10	10
To Bristol—			
Merrimac	304	....	304
Total	345	10	355
Same week last year	198	20	218
Total shipment since May 1, 1897	860	49	909
Corresponding period, 1896..	1,009	35	1,044

MONTREAL NOTES.

There are only a few barrels of green appies remaining here, and they are held firm at $3.

Receipts of first-crop southern strawberries on this market this spring have been the heaviest ever recorded.

Offers of salmon on the Coast have been made at $4 f.o.b., but this high figure is not considered reliable by buyers here, who are not doing anything.

According to advices to agents here, the outlook for the coming crop of California dried fruit is most encouraging, and a good yield is looked upon as certain.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., June 3, 1897.

THE backward spring is having a bad effect on business, but this week there has been a better movement in trade. Money keeps scarce, and payments slow. Canned goods are being offered for fall shipment, and it looks as if the bad features of last year would be repeated. In cream of tartar there is a firmer feeling, and import prices are rather higher. Rice is tending upward, supplies now coming from England in place of from Montreal. That the tariff question is kept open so long is much regretted by our business men. The wet spring, while regretted by our farmers, has brought good fortune to our lumbermen. The good prices ruling in the English market would have done them little good had they not got their logs out. In this they have been more successful than for a number of years. "The lime trade, which St. John is in such a good position to do, is flat," said a lime dealer to THE GROCER the other day. "Even with no American duty on lime we could not sell in that market at the prices now ruling there, and our lime costs us much less than theirs."

OIL—The increased duties on linseed and lard oils have caused a firmness in the market, but no change in prices. Linseed oil is low, and, as a large quantity comes from England, the advance in cost will not even be the five per cent. extra duty. Burning oil is light sale, and there is no change in price. Demand for lubricating is rather lighter. We quote : Best American burning oil, 18½ to 19c. ; Canadian 17¼ to 18c. ; prime, 14½ to 16c.

SALT—Though the season during which large quantities of salt are used by the fishermen is about here it fails to help the demand, as their wants were filled early in the season. Except a small demand for dairy purposes, and the regular demand for table use, there is little movement. Two cargoes of coarse salt are afloat for here and daily expected. Prices are easy, and quite large stocks are held here. We quote as follows : Coarse, 43 to 45c.; Liverpool factory-filled, 95c. to $1; Canadian fine, 95c. to $1 per bag. ; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each ; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz.

CANNED GOODS—The season is opening. Offers for fall shipment are being made. It looks as if competition between packers would drive prices low, as it did last year, the tendency being to sell at open prices and let the man who comes after you make the price. If the business is to be done in a business way, sales should be made at firm prices. Tomatoes are the firmest feature in the market. Packers have very few to offer. Peas are being offered, and while prices are held there is less tendency to advance. Corn, though packers are firmer, remains low. We quote : Corn, 65 to 70c. ; peas, 80 to 85c. ; tomatoes, 85 to 90c. ; gallon apples, $1.75 to $1.80; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50 ; 1-lb tins, $1.30 to $1.50 ; oysters, 2's, $2 to $2.20 ; 1's, $1.40 to $1.50 ; peaches, 3's, Canadian, $2.75 to $3 ; 2's, $1.75 to $1.85 ; American, 3's, $2 to $2.25 ; pineapple, $2.25 to $3 ; salmon, $1.25 to $1.40; lobsters, $2.20 to $2.25; haddies, $1.15 to $1.25 ; clams, $5 for 4 doz ; chowder, $2.60 to $2.75 for 2 doz. ; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—The demand is large. Oranges, though the market is higher from week to week, continue to have a large sale. Rhubarb has arrived freely this week and prices are lower. The cold weather retards demand for lemons. The feeling is firm. Berries show little change in price. Demand is improving. Lettuce, tomatoes and cucumbers all tend toward lower prices. Pineapples have larger sale. Apples are out of the market. We quote : Messina lemons, $3.25 to $3.75 ; oranges, Valencia, $5 to $6 ; blood oranges, $2 to $2.50 ; bananas, $1.25 to $2.25 ; lettuce, 50 to 60c. per doz.; pineapples, 12 to 15c.; berries, 15 to 18c.; rhubarb, 1½ to 2c. per lb.; cucumbers, $1 per doz.; Messina oranges, $3 to $3.50.

DRIED FRUIT—There is only a light demand. Even package currants, which have shown a steady sale, are quiet. There is some movement in bulk cleaned, though dealers prefer to sell in cartoons. Prices tend higher. Stocks are light. Onions have a fair sale and hold their price. Raisins are easy and there is little doing. They have rather disappointed holders, but stocks are light. The demand for prunes has been good during the week. Prices are low. In evaporated peaches and apricots the demand is small and does not improve from year to year. Evaporated apples are rather firmer. No change yet made in price here, though they could not be replaced at cost. We quote : Valencias, 5¼ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, $1.75 to $2 ; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6½ to 6¾c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3 to 3½c.; evaporated apples, 4½ to 4¾c.; onions, 3 to 3¼c. per lb.; Bermuda onions, $2.50 per crate ; cocoanuts, $3.50 to $3.75 per 100 lbs. ; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8 to 8¼c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—There is nothing new. Wholesale price keeps as low, and even lower than the refinery prices. The margin, to pay interest and expenses on the large stocks held, is small. There is little call for dark yellows. We quote : Granulated, 4⅛ to 4¼c. ; yellows, 3¼ to 3⅝c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—The market is weak. Quite a quantity is being moved, and the situation is somewhat improved by the report of an advance at Porto Rico. Barbadoes moves slowly, and is marked rather lower. Some St. Croix is held here, which is of fair quality and could be bought low. We quote: Bar-

Mess Pork
Long Clear Bacon
Hams Pure Lard

PARK, BLACKWELL & CO., Ltd.

Pork and Beef Packers,

TORONTO

They Won't Warp

You can soak 'em in water, but you can't warp the back off, because there is no back to warp off. Solid—one piece! The lines you ask for are, "Solid Back Scrubs" — "Solid Back Shoe Brushes"—"Solid Back Dandy Brushes."

Boeckh's Household Brushes

Here's a chance to please your economical customers. Send for illustrated catalogue—it tells all about these unwarpable household brushes of ours.

Brushes, Brooms, Woodenware.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing?* Write

Ewing, Herron & Co.

Coffee and Spices

Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

Lytle's White Wine Vinegar

Takes the lead for purity, strength and flavor.

Write for Quotations to

T. A. Lytle & Co.

Vinegar Manufacturers

TORONTO

VALENCIAS

SELECTED
FINE OFF-STALK
OFF-STALK

Special quotations for round lots.

WARREN BROS. & CO.

TORONTO.

DO YOU WANT

COCOANUT?

Packages or Bulk

If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

BUY

Ivory Bar Soap

THE BEST MADE

CASTILE ...SOAP

Imported "Pure" Mottled.

A Shipment just to hand.

PERKINS, INCE & CO.

TORONTO.

The Coffee with a

PAST
PRESENT
FUTURE

Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

badoes, 23 to 26c.; Porto Rico, 27 to 28c.; New Orleans, bbls., 25 to 27c.; Antigua, 24 to 26c.; syrup, 36 to 38c.; St. Croix, 20 to 23c.

DAIRY PRODUCE—Cheese is marked lower, but stocks are still light. Market will soon be closed to Ontario goods, as local make will soon be here. Factories are now offering and trying to make season contracts, but buyers are backward. Eggs keep low, and the outlook is not encouraging, as the season is approaching when quality becomes doubtful. Shippers should be very careful. Butter is in rather better movement. Stocks have worked off better than was expected. It is the quantity of poor butter offered that kills the business. There is not expected to be much change in price. We quote: Dairy butter, 15 to 17c.; creamery, 19 to 20c.; prints, 20 to 21c.; eggs, 7 to 8c.; cheese, 11 to 12½c.

FISH—The business is still all being done in fresh fish. Gaspereaux keep good supply. The demand for them for bait holds large. Shad are being shipped in fair quantities, but the larger part of the present run is over. Not many are pickled at this season. Salmon are being caught more freely. Prices still keep up. Dealers are not feeling bad over the proposed American duty, but expect to find it as good a market as ever. While haddock are not an over-catch, more than enough for local use are being caught. The surplus is shipped west. Dry and pickled fish show but light sale. Smoked herring keep low. Rather more lobsters have been received this week, but no large quantity. Halibut are marked lower. We quote: Large cod, $3.25 to $3.30; medium, $2.75 to $2.80; pollock, $1.15 to $1.25; bay herring, $1.25 to $1.30 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., $4.50 to $5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box; Barrington, $3 per bbl.; Shelburne, $3.25 per bbl.; lobsters, 4 to 10c. each, small; gaspereaux, 40 to 50c. per 100; halibut, 6 to 7c. per lb.; fresh shad, 10 to 12c. each; salmon, 18 to 20c.

PROVISIONS—There is little change. Demand is light. There is better sale for beef than pork. Smoked meats hold their price, but demand is lighter. Lard is lower. Fair stocks are held here. There is but little inclination to buy at this season, except for actual needs, which are not large. We quote: Clear pork, $14 to $15; mess, $12 to $13; plate beef, $12.50 to $13; hams, 11½ to 12½c.; rolls, 8½ to 9c.; pure lard, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—While Manitoba flour shows no change, Ontario tends lower. There is a fair demand. Oatmeal has taken quite an advance west and is likely to be higher here any day. Oats are also higher and there is fair demand for them. In beans the market is well supplied, so that while there is a firmer feeling it has not yet affected price here. Cornmeal is rather easier again. Our millers are selling at close prices. Though the demand for feed is light prices keep high. Barley is rather lower. Seeds show a good sale yet, but season is getting late. Prices are fully maintained. We quote: Manitoba flour, $4.85 to $5; best Ontario, $4.50 to $4.60; medium, $4.25 to $4.35; oatmeal, $3.25 to $3.30; cornmeal, $1.75 to $1.80; middlings, car lots, in bulk, $15 to $16; bran, do, do, $14.50 to $15; hand-picked beans, 85 to 90c. prime, 70 to 80c.; oats, 32 to 33c.; hay, $11.50 to $12.50; barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50; timothy seed, Canadian, $2 to $2.25; do. do., American, $1.75 to $2; clover, 8¾ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

Rhubarb, native grown, is plentiful, receipts at Indiantown in one day amounting to three tons.

The steamer Damara, for London, will this trip take upward of 100 tons of pulp wood from this port.

Mr. Joseph Marvin is now on the road for C. D. Trueman, commission merchant and wholesale grocer, of this city.

The old and well-known feed house of C. H. Peters will in future be known as C. H. Peters' Sons. The management remains as before.

Mr. W. Stoddard, representing the Delhi Canning Co., has been doing the trade, together with Mr. F. R. Tippet, the local agent.

J. J. McGaffigan, tea merchant, of this city, has returned from the southern states, where he has been for his health. He is much improved.

The refrigerator car service between Toronto, Montreal and St. John, by the C.P.R., which was so much appreciated last season, will soon be resumed.

Mr. H. S. Scott, representing the Tillson Co., was in the city this week. For years the name Tillson has been known in this market to represent best quality.

Mr. Robt. Jardine, the local representative of the Pure Gold Mfg. Co., in speaking to THE GROCER, said that during the week he had found quite a boom in extracts.

Mr. B. B. Hardwick, agent for "Pearline," was in the city this week. He intends spending the month of June in England, where he will attend the Jubilee celebration.

Kane & McGrath have in the market building the largest refrigerator in the city. It will hold 200 quarters of beef. It is on the dry air system. Some 30 tons of ice are used in one charge.

Each steamer to Boston now takes quite large shipments of fresh fish. One day this week 54 bbls. of shad, 41 cases and 13 bbls. of lobsters, 5 cases of halibut, 36 bbls. of mackerel, and 5 cases of salmon were forwarded.

TRADE CHAT.

Wm. Nash, of London, has secured a position as packer for Morehead Bros. & Co., wholesale fruit dealers.

It is reported in Winnipeg that an old and well-established spice manufacturing firm in the far east are about to open up a branch in Winnipeg.

Mr. John Carson, an employe of Messrs. Bradt & Co., grocers, of London, Ont., fell through a trap door in the store and was badly shaken up. He was removed to the city hospital.

In its issue of May 22 The California Fruit Grower says: "Samples of new crop honey indicate a large yield of fine quality. We do not take much stock in the New York report of a California honey exchange controlling 90 per cent. of the crop. This, from the nature of the honey business, would be almost impossible. No one man can market all the honey that will be produced on the Coast this season. Prices are low at the present time."

A STARCH FIRM'S OFFICE.

The Edwardsburg Starch Co. have had a neat little office fitted up at 53 Front street east, Toronto, and Mr. C. R. Graham, the manager of the Toronto branch, is now moving in from his old quarters at 46 Front. A visit to this office shows how tasty an office may be made at little more expense than is customarily entailed. The most striking features are its brightness and its roominess. To the office furniture has been added a magnificent oak case, to be used for displaying the numerous brands of starch this firm handles. Mr. Graham will doubtless take great pleasure in meeting his customers and friends in his new quarters.

GOOD LUCK BROOMS.

Owing to a misunderstanding, THE GROCER last week misrepresented the "Good Luck" brooms of the H. A. Nelson & Sons Co. They should not have been given as the one and two dollar lines, but rather as the first and second. The price, too, misrepresented the quality of the broom; not only are they not cheap, but they are two of the highest class of brooms on the market.

EAST INDIA PICKLES

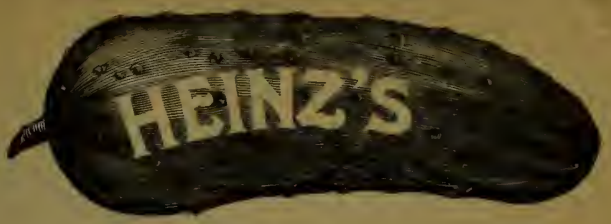
The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards & Co.

Agents

HAMILTON, ONT.



Pickles.

If you "don't like baked beans," get a can of Heinz at your grocer's. One's enough to try.

Other Popular Specialties

SWEET PICKLES
INDIA RELISH
TOMATO CHUTNEY
TOMATO KETCHUP
ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark

H. J. HEINZ CO. TRADE KEYSTONE PICKLING & PRESERVING WORKS MARK PITTSBURG, U.S.A.

VALUE OF A GOOD PERSONAL APPEARANCE.

A genius and shabby clothes sometimes are together.

Long hair and pure poetical instinct may be inseparable.

He who thinks only of his clothes may not have time to think of anything else.

He who thinks of everything else except his clothes may of necessity look shabby.

While many men of genius are long-haired and of frayed pantaloons, there are millions upon millions of men with unkempt heads and shabby clothes who have not brains enough to even fan a spark of genius.

While the great astronomer may look into the clouds and not have time to look at his raiment, there are thousands upon thousands of men who uselessly and vacantly stare upward, and have not even the excuse of science, or of occupation, to prevent them from presenting themselves decently.

The dude is a fool.

The unkempt man is another.

Because a man is a genius does not excuse a filthy personality.

If the unkempt man has so great a mental ability, and can build around him so fierce and brilliant a fire of genius, then in the glare of his talents one may not see the shabbiness of his clothes, or remark if his hair grows too long and his shoes go unblacked.

Few of us are geniuses, and most of us stand on the auction block of business to be sold as we appear to be as well as we are.

The dude and the shabby man both repel trade.

Neatness is essential to salesmanship.

Good clothes well kept, and poor clothes well kept also, are absolutely essential to the proper balance of successful business outside.

If the goods must be placed in harmony, if the advertisements must be adapted to the people, the appearance of everything in the business must be appropriate to the business.

It is necessary that everything worn by the clerk, or the business man himself, from his shoes to his hat, should be in harmony with his appearance and his surroundings.

The blacksmith must wear the smithy's clothes, and the baker had best not appear before the oven in full dress. Each man must dress as becomes his personality and his surroundings.

The business man and clerk should not be dressed as a dude, but they should be neatly and harmoniously clothed and presentable to the class of people they meet.

No man is well dressed when he is overdressed or underdressed.

The man is well dressed when 90 per cent. of those who see him, if asked the question when they turn their back on him, cannot tell how he is dressed, but can say that he is well dressed.

Striking, loud custumes should never be allowed behind the counter, and only the fool of a business man will wear them.

It is not the clothes that makes the man, but, oh, how they help !—N. C. Fowler, Jr.

COCOA AND THE TARIFF.

To the manufacturers of cocoas, chocolates, etc., the changes in tariff are not satisfactory. The duty has been reduced on these articles to 20 per cent., which the preferential rate will bring down to 15 per cent. With this small protection they expect to be unable to compete with the big capitalists.

P. Richard's brandy is now in great demand in Montreal. "We have just received our spring consignment," write Laporte, Martin & Cie.

One of the finest lot of Antigua molasses has just arrived in Montreal consigned to Laporte, Martin & Cie. The quality of this lot is certainly unequalled and will satisfy both trade and consumers.

HOW BOBBY WENT TO THE GROCERY.

BOBBY had started down town with a grocery list; and it was the first time he had gone alone, so he felt very proud and happy over it. But by-and-bye he stopped under a lamp-post to rest.

"It's purty hard work to walk all alone to the grocery man's," he thought. Just then a girl came by, and stopped to mail a letter in the iron box on the lamp-post.

Bobby watched her with much interest.

"Where does it go to?" he asked.

"The letter?" answered the girl, "Oh, down to the post-office. Didn't you ever see a post-office box before?"

"No, ma'am," said Bobby. "Cause we've just moved here from the country."

Then, as the girl went on, Bobby stood still, looking at the box.

"I wonder if it wouldn't take my grocery list down, he thought. "'Cause if it's smart enough to take letters, I should think it would be able to take a grocery list."

So he tucked his paper in, and sat down to see what would happen, though his conscience pricked him a little.

"My mother might not like it," he thought. "I wish I had thought to tell her about it first."

Presently, a man dressed in gray drove up, and jumping out of his buggy, unlocked the box, and took out the letters.

Bobby stood up on tiptoe and tried to see in.

"I thought," he explained to the man, "maybe I'd have some groceries there. I put a list in."

"No," said the man, laughing, "this doesn't deliver groceries. But you climb in and I'll take you down to the grocery. Here's your list."

The grocery man let Bobby drive with him; and when Bobby saw his mother looking anxiously out of the door, he at once began to explain.

"I tried to ex-peppermint with a box, mother," he said. "But I was sorry; though it was tormentous long ways to the grocery man's, and, if they hadn' let me ride, I don't know how I'd managed. But I won't do it again, mother, truly."

"No, Bobby," said his mother, "experiments don't always turn out right; and it's better to go along the way your mother expects you."

"Yes, that's so," said Bobby. "I won't forget that."—Outlook.

"These here department stores, Mandy," said Uncle John, on his first visit to the city, "is frauds. Why, they hain't nuthin' more'n the gen'ral store Si Hawkins keeps up hum."—Philadelphia No. American.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL.

"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

"GILT EDGE"

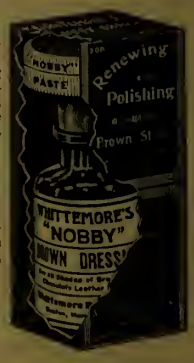
The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried, always used. Largest quantity. Finest quality. Retails at 25 cents.

"NOBBY" BROWN COMBINATION

Package contains a 4-oz. bottle of Nobby Brown Dressing and a full-size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and waterproof polish. Retails at 25 cents.

"JEWEL" BROWN COMBINATION

Package contains a 2-oz. bottle of Brown Dressing and a small decorated tin box of Brown Polishing Paste. The dressing cleans and renews the surface of the leather and the paste adds a brilliant, durable and waterproof polish. Retails at 10 cents.



BOSTON LIQUID WATERPROOF BLACKING

For men's and boys' shoes, produces a brilliant jet black polish without brushing, thus saving time, labor and money. Retails at 25c.

PATENT LEATHER POLISHING PASTE

For giving patent leather shoes a quick, BRILLIANT and WATERPROOF lustre without INJURY to the leather.

For sale by—

All Wholesale Grocers.

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

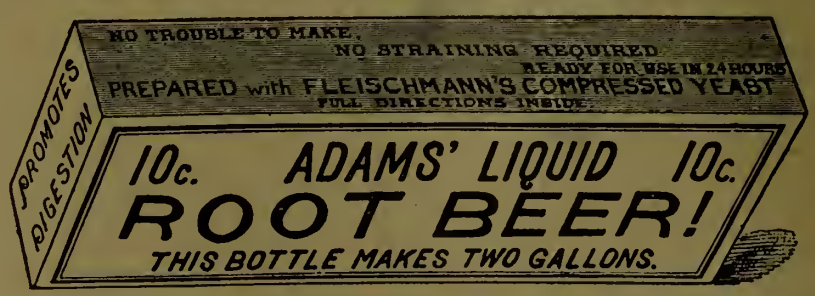
GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

ADAMS' GINGER BEER IS DELICIOUS.



ORDER NOW

YOUR CUSTOMERS ASK FOR ADAMS'. 10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.

Dominion Agents. 38 Front St. E., Toronto, Ont.

SUGAR TRUST GRAB FOILED.

THE United States Government accepted a bid yesterday for 1,250,000 pounds of foreign standard granulated sugar, entirely ignoring offers made for supplying the home production because the American Sugar Refining Co. arbitrarily dictated the price at which dealers in its sugars should sell, while the importer had a free field, and, knowing the rate fixed by the sugar trust, cut under it sixteen one-hundredths of a cent a pound.

A notice posted yesterday at the Government Indian Bureau warehouse, at No. 77 Wooster street, reads: "Gustav A. Jahn, .04¼. Sugar." That means that the yearly supply of sugar for the Indian Bureau, costing $53,125, will be purchased from Mr. Jahn, of No. 98 Wall street, who will supply the imported product.

This action on the part of the Department of the Interior is being severely criticised by dealers in American sugar, and the news was telegraphed at once to the Senate chamber in Washington, where it will likely develop a most lively discussion when the sugar schedule is reached, which will probably be this week.

The Indian Bureau is the largest single purchaser of sugar in the United States, and its offer for bids for the annual supply is always watched for with interest. They were opened last Tuesday, and it was found that six had been filed—five from New York and one from Chicago. Five of these bids offered the sugar at four and forty-one hundredths of a cent a pound, while one bid offered it at four and one-quarter cents a pound.

Usually the award is made the day after the bids are opened, but when it was found that the lowest bid was for imported sugar there was a delay of three days, and a consultation in the Interior Department. Competitors in the bid communicated with Indian Commissioner W. A. Jones, protesting against the imported sugar being accepted, referring him to the precedent of last year, when there was a similar condition of affairs, and the Department ignored the foreign bid and divided the contract among the American bidders. But the protest was in vain, and yesterday, after consultation with Secretary Bliss, who was in New York looking after the affairs of the Indian Bureau, the lowest bid was accepted.

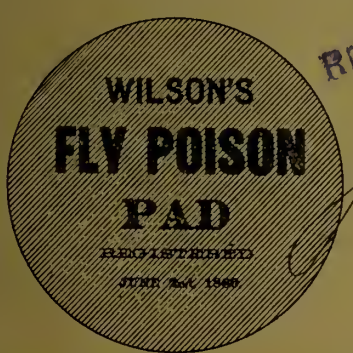
"I made the award on the merit of the sugar," said Commissioner Jones, when I asked about the matter. "The sample submitted by the importer came up to the required standard, and his being the lowest bid he gets the contract."

"This state of affairs has come about, not because American sugar could not have been offered at a profit as low as the foreign production, but because the Sugar Trust dictated the price at which we should offer it," said one of the bidders, when asked about the true inwardness of the case. "It would not be well for me if the trust knew I was complaining, but its arbitrary action is an outrage, and the result in this case is that their own product is kept out of the Indian Bureau to the injury of dealers and all the workers in the industry. Even the sacks in which the sugar will be imported will be of foreign make.

"This is the effect of the 'factor' plan, which enforces an 'equality' price. That is, we, the factors, must sell at just the price the trust dictates. As it controls the American output, we are helpless. When the price changes we are notified, and are governed by the new figures. If we should depart from them the American Sugar Refining Co. would quote us a price on sugar that would be prohibitory and drive us out of the business. In this case many of us could have bid as low as the importer and made a profit, but we did not dare to.

"The price as made by the trust when we put in our bids was four and one-half cents, which, with the regular allowed discount could be brought down to four and forty-one-hundredths cents; so we had to put all our bids at that figure. We were simply a lot of dummies acting for the trust. We had no right to say what we would do in our own business.

"The difference between our offer and the accepted price is only $2,000; but the precedent will be most injurious to the trade, for it is striking at the home business. The action of the Department will give a prestige to the foreign manufacturer, who supplies the sugar, and he will use it to his best advantage and to our injury. The news will go all over the world that the American Government is buying foreign sugar and ignoring the great home industry that it talks so much about fostering."—N. Y. Herald, May 31.



RETURNED June 30/97.

Beware

of illegal and comparatively worthless imitations. Each 10 cent packet of genuine **Fly Pads,** manufactured by Archdale Wilson & Co., Hamilton, will kill more flies than 300 sheets of sticky paper.

Wilson's Fly Pads pay retailers 100 per cent. profit, and always give satisfaction.

Dealers substituting other goods for Fly **Pads** or selling infringements on our **registered trade mark** render themselves liable to fine or imprisonment.

READ THIS

Dear Sir, St. Marys, Aug. 3rd 1892.

The following may be of use to you: "A customer of mine, who keeps a butcher shop in this town, bought a 10 cent package of your Fly Pads from me and in ten days killed over a BUSHEL MEASURE OF FLIES" Yours truly,

F. G. SANDERSON.

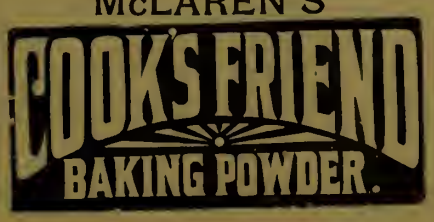
FLY PADS are always round, and every **PAD** is printed as above. Take no imitations. every Druggist should have the genuine

WILSON'S FLY PADS.

ARCHDALE WILSON & CO. Wholesale Druggists **Hamilton**

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S



The Best Grocers make a point of Keeping it always in Stock.

MANITOBA MARKETS.

WINNIPEG, June 3, 1897.

THE creameries and cheese factories are now all at work, and many are running at full capacity. As the quality of May creamery is more or less irregular and the market a falling one, dealers are handling chiefly on consignment and will continue doing so until the prices reach rock bottom, which will probably be a matter of a week or ten days yet. Business in all lines is fairly brisk, but prices show little, if any, change. Eggs have dropped again to a normal price and are now selling at 9c. The boom of two weeks ago was occasioned by a large demand from British Columbia, which is now apparently satisfied. Green fruit is plentiful and the demand good. Fresh lettuce, radish and asparagus are now being shown from Winnipeg market gardens and they are also coming in freely from the south.

GREEN FRUIT—Oranges, seedling, $3 to $3.50; Med. sweets, $4 to $4.50; St. Michaels, $4.50 to $5; lemons, $3.50 to $4.25; bananas, $2 to $2.50 and very plentiful; cocoanuts, $1.25 per doz.; pines, $3; cherries, $2 per case of 10 lbs.; strawberries, $3.50 per case of 24 quarts.

BUTTER—15 to 16c., with 17c. for choice lots.

EGGS—9c. per doz. and supply very fair.

DRIED FRUITS—Currants are now selling at 6¼c. per lb., and may go higher. Raisins, $2.20 per box for Valencias; prime off-stalk, $1.80 to $1.90 per box.

CHEESE—Whole stock held by one house, which shows no disposition to sell under 10½c.

CURED MEATS—Market firm and demand good. Hams, assorted, 10½ to 11c.; breakfast bacon, bellies, 10½ to 11c.; do., backs, 9½ to 10c.; short spiced rolls, 7½ to 8c.; shoulders, 6½ to 7c.; long clear, 7½ to 8c.; shoulders, 5¾c.; boneless shoulders, 6½ to 7c.

LARD—20-lb. pails, $1.70 to $1.75; $4.25 for 50-lb. pails.

VEGETABLES—Potatoes grow scarcer, and are quoted on the street at 40 to 50c. per bushel; carload lots, 40 to 45c.

COFFEE—Market for Rios is dull, with price down to 16½c.; Javas, 30 to 35c.; Mocha, 37c.

CANNED GOODS — Corn, $1.60 to $1.65 per case; tomatoes, $1.90 per case. Peas remain unchanged, with prices firm and demand good, at $1.65 to $1.70; gallon apples, $2.25 per doz.; standard, 3's, $2 per case; preserved, 3's, $3.20 per case.

VINEGAR — Pure white wine and malt, 35c. per gal.; XXX white wine, 25c. per gal.; XXX malt, 25c. per gal.; Crystal pickling, 25c. per gal.; pickles, White Star, mixed (new octagon bottles), $1.80 per doz.; do., do. (old bottles), $1.75; 1 gal. kegs, 65c.; 3 gal., do., $1.65; 5 gal. do., $2.50; 10 gal. do., $5; half-bbls. cucumbers, $10; chow chow, octagon bottles, $1.90 per doz.; silver white onions, $2.75.

BAKING POWDER — White Star, ½-lb. tins, 4 doz. in case, $1.35 per doz.; 12-oz. tins, $2 per doz.; 1-lb. tins, $2.40 per doz.; 3-lb. tins, 1 and 2 doz. in case, $6.50 per doz.; 5-lb., 1 doz. in case, $10.20.

SPICES—Pure allspice, 18c. per lb.; pure cloves, 20 to 25c. per lb.; pure cassia, 20 to 25c. per lb.; pure cayenne, 25 to 30c. per lb.; ginger, Jamaica, 30c.; Cochin, 20 to 25c.; African, 15 to 18c.; pure mustard, 30c.; double superfine, 25c.; Durham mustard 18 to 20c. per lb.; pure black pepper, 12 to 15 per lb.; pure white pepper, 20 to 25c. per lb.; nutmegs, 75 to 90c. per lb.; mace, 75 to 90c. per lb.; cream of tartar, 25 to 30c.

THE ESCALONA FRUIT CARGO.

The fourth and last sale of the season of cargoes of fruit imported direct took place on Tuesday at the Montreal Fruit Auction Co.'s rooms. The cargo of lemons and oranges, ex steamship Escalona, was offered, which consisted of 1,250 boxes of Messina and Catania lemons, and 8,900 cases of Valencia oranges. Mr. T. J. Potter was the auctioneer, and disposed of the whole cargo satisfactorily to all concerned. The attendance of buyers was not by any means as large as those at the previous sales, owing to the fact that there were no American or western Ontario firms represented, which was probably on account of the cargo being only a small one, as compared with the others, and probably the latter buyers filled their wants at the previous sales. All the principal local buyers were present, and Messrs. John Barry & Sons, of Bonsecours market, were the largest purchasers of the day. The bidding was quite brisk at times, but the prices realized were only fair when the condition of the cargo is taken into consideration. Common sound Messina and Catania lemons sold at 90c. to $1.20 per box and wasty goods at 30 to 50c. per box. Messina Oval oranges brought $3.30 per box, and $1.35 to $1.45 per half box. Messina oranges, out of condition, sold at 65c. to $1. Valencia oranges, 714 size, sold at $4 to $4.50 per case; ordinary, 420 size, at $2.20 to $3.50 per case, and large at $3 to $4.60 per case. The principal local buyers were: Messrs. Hart & Tuckwell, John Barry & Sons, O. & E. Hart, J. J. Vipond, J. T. McBride, Vipond & McBride, T. Vipond & Son, Vipond & Peterson, Louis Sylvester, George Laird and J. R. Clogg & Co.; Ottawa, H. A. Browse, J. A. Browse; Quebec, A. Lagare, L. Beauchamp, P. Reahume and Barden.

TEA IN A RUSSIAN MANNER.

One must not forget in speaking of Russian meats and drinks, the omnipresent, universal stakan chai—the goblet of weak tea, burning hot, and fragrant with mingled perfume of the Chinese leaf and golden lemon, which is served everywhere and at all times in Moscovite lands. The samover, an urn of brass or copper, is seen and heard everywhere boiling, and the Russians have the same good sense which the Japanese display in never allowing the infusion to become a decoction. Tea that has been standing for any length of time is justly looked upon by even the moujik as rank poison. Although, therefore, milk is seldom or never obtainable, this hot Russian tea in the goblet, which is a silver or enamelled cup, wins the gratitude of the traveler, who will ofttimes end by preferring it to a less scientific "dis of tea" of his native "five o'clock."—From a Russian Letter.

A SPECIES OF STEALING.

Several of the ministers of the city have, owing to the immorality bred by the craze for bargains, entered upon a crusade against the cause of the infatuation—the departmental stores.

Rev. Mr. Rowe, a Toronto clergyman, is of opinion it is a sin to want an article for less than you know it is worth. He classes the sin under the heading of stealing by defining stealing as the act of a man becoming rich at the expense of another. The craze for cheapness is degrading business integrity. Men and women seem to have forgotten that the people with whom they do business have to make a living as well as themselves, and that the heads of department stores are not so many philanthropists.

Those who rush after bargains are also encouraging, he declared, a system which is gradually and surely working to the demoralization of the clerks. "How can clerks fail to contract deceptive habits when they are forced to mark a $3 pair of shoes down to $1.50 before the ink in the three is dry?" he exclaimed.

ARTICLES FOR SALE.

FOR SALE—CHOICE EVAPORATED APPLES nice bright fruit. J. R. Shield & Co., Board of Trade, Toronto. (23)

FOR SALE, UNDER PRICE, A NO. 79 CHEQUE Printing National Cash Register; in use but a very short time; will be sold on account of the former owner going out of business at $75 less than the amount paid for it; guaranteed in perfect condition. Blanchard & Co., Windsor, N.S. (t.f.)

IF YOU WANT TO

ADVERTISE anything, ANYWHERE

in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.

ADVERTISING DEPARTMENT

MONTREAL - - TORONTO

ANTIGUA MOLASSES...

Ex Bque. "GOLD SEEKER"

NOW IN PORT.

393 Puncheons of Finest Quality "ANTIGUA" Molasses. Sold at Special Prices for delivery ex-wharf. Write at once for quotations and samples.

LAPORTE, MARTIN & CIE.

Wholesale Grocers,

...Montreal

NEW TEAS

Landed from "Empress of India" and just coming into store, 111 packages of the choicest and finest New Japan Teas.

Owl Chop packed by **Hellyer & Co.**
Beaver Chop " **Mourilyan, Heimann & Co.**
Otter Chop " **Smith, Baker & Co.**

Get our samples, they will please you.

Our teas are fancy, but not our prices.

L. CHAPUT, FILS & CIE. - MONTREAL

ODORIFEROUS LOBSTER.

THERE is a grocer up in the west side of this city who in the future will be more careful when he sells lobster to an Irishman.

Three or four days ago one James O'Brien thought that a lobster salad would be the proper caper for his evening collation, and accordingly he set out to secure the necessary ingredients.

As O'Brien did not know a whole lot about the anatomy of a lobster, he thought it the better policy to secure a canned crustacean, and went into a small German grocery shop to get it.

There were all sorts of canned lobsters set high upon the dusty shelves, from the modest 11-center to the one at 18c. a can.

"Which will you?" asked the proprietor.

"Give me the best you have," said O'Brien; "nothing's too good for the Irish," and the proprietor, with a bland smile, wrapped him up the 18c. one.

About a half hour later O'Brien returned to the shop holding his nose between his fingers and the can of lobster in his outstretched arm.

"Sure, this lobster is no good, and as I'm not found of antiques, I want my money back," said O'Brien.

"Never mind," said the proprietor, "that lobster may, as you have hinted, know some valuable points about the construction of Noah's ark, but here's another can that I'll bet is good," and with that he tenderly passed him another tin imprisoned lobster. Within 20 minutes in came O'Brien again with the second lobster.

"See here," he said, "What sort of a game is this anyhow? This lobster evidently died without medical attendance and I want my money back."

The German was somewhat of a connoisseur on the subject of lobster, and remarked:

"That lobster was not sick, but merely a little nervous. I can't give you your money back, but I'll give you another can of lobster."

O'Brien objected to this arrangement, but his German friend refused to return the money, and accordingly off went Jim with the third can.

No return trip was made to the grocer's that evening, but two days later an express package was delivered at the grocer's shop on which the bill was for collection of $1.75.

As the grocer expected some articles for his wife that day he cheerfully paid the bill, but when he opened the package he found only the following note and an odoriferous can of lobster:

My Dear Friend,—I have learned more about lobsters in the past two days than I ever knew before. You will remember I bought the enclosed can of you the other night under compulsion. What worries me is, don't you think it would be a big improvement if you put a small quantity of chloride of lime in those you sell hereafter?

Respectfully,

JAMES O'BRIEN.

As the grocer let part of his lobster stock fall in the sawdust, he was heard to remark:

"And still they say you can't fool the Dutch."—Retail Grocer's Advocate.

HALIFAX TRADE GOSSIP.

THE holiday last week interfered with business to a considerable extent. When Monday is taken away from business the rest of the week does not seem to be of much use.

The weather in Nova Scotia has not been so backward for years. Rains have fallen almost constantly during May, and the farmer is going to have very little time to do his planting. A continuation of the rains for another fortnight would make the outlook serious.

Reports from Prince Edward Island are to the effect that the shipment of oats to the Old Country has about ceased. The price at Charlottetown is 24c. The demand for Island oats in this market is fair, the jobbing price being 31 to 32c. Canadian mixed are 1c. lower.

P. E. Island potatoes are jobbing here at 40c. for a fairly good article. There will be very few cargoes from the Island this spring on account of the shortage there. Turnips sell at 85c. per barrel.

Molasses is dull and neglected. The demand is poor. A small cargo of Porto Rico was received here a few days ago, but sent to another port without being handled. Fancy Demerara is quoted at 37c.: choice do., 30 to 32c.; fancy Porto Rico, 29 to 30c.; choice, 27 to 28c.; common grades, 22 to 24c.

Fresh mackerel are on the market and retail at 15c. each. The catch so far has not been large. There is a large fleet of American seiners on the western coast, but they are being closely watched by the cutters. Grocery cod is bringing from $3.75 to $4. Fat herrings are scarce.

Jobbers' stocks of dried fruits are about depleted owing to the good demand. Evaporated apples are worth 4½c Currants are worth 5c., and in some cases 5¼ to 5½c. Off-stalk Valencia layer raisins are quoted at 6c., and fine off-stalk, 6¼c. California raisins are in good demand at 6½ to 6¾c. for No. 2 and 3-crown brands. Malaga layers are quoted at $2 to $2.25.

Green fruits are now in abundant supply, the semi-weekly steamers from Boston keeping dealers well supplied. Valencia oranges are worth $6 per case and $7.50 repacked, 420 count. Lemons are quoted at $3.50 to $4 per case, 300 count. Strawberries are in fair supply, but the demand for this fruit is not heavy. Stocks are offering at 10c., and retail at 15 and 20c. Native rhubarb is offering at 1 to 1½c. per lb. Bananas are worth $2.50. Pineapples are quoted at $1.25 to $1.75 per dozen, with fair demand.

Egyptian onions are selling at 5c. There are no Bermudas in the market and none are expected this season.

American cabbage is selling at about $2.25 per crate.

There is no change in the sugar market. The refinery is holding on to prices, which stiffens the hands of jobbers and prevents unnecessary cutting. Jobbers' quotations are 4½c. for granulated and 3¾ to 3⅞c. for yellows.

Spring lambs hold their strength on the market, owing to the light supply. They bring from $3 to $4.25 each. Veal is lower, selling down to 3¾ and 4c. Beef and cattle are not too plentiful for the demand.

What few chickens are coming in bring 75 to 80c. per pair. Fowls are worth 60 to 75c. per pair, and turkeys are scarce at 12½c.

The flour market remains quiet. Quotations in leaders this week are: Ogilvie's Hungarian patent and Five Roses, $4.75 to $4.85; Goldie's People's, Walzen and equal grades, $4.60; Tillson's Obelisk, Sunbeam, Kent and Beaver, $4.35; 90 p.c. patents, $4.25; straight grades, $4.15.

Stocks of canned goods have been considerably lowered on account of the brisk demand experienced during the past few weeks. Plums are worth $1.50 to $2. Raspberries and strawberries are not the best sellers just now. They are quoted at $2.25 for 2's. Log Cabin beans, 2's, are worth 90 to 95c.; peas and corn, 75 to 80c.; tomatoes, 90c. for 3's; lobsters, 1's, $2.25; American beef, 2's, $2.60; do, 1's, $1.50; ox tongue, 1½ lbs., $7.50; do, 2's, $8.25; lunch tongues, $3 per dozen for 1's; gallon apples, $1.75; pineapples, 2's, $2.25; B.C. salmon, $5.75 per case; N.B. clams, $1.25.

P. E. Island mess pork is in fair demand at $12.25 to $12.50; Chicago mess, $13.50, and Chicago clear, $14.50. The market is bare of P.E.I. clear pork. Canadian plate beef is quoted at $10.50.

New cheese remains at about 11½c., and will likely see 11c. before the end of the week.

Canadian dairy butter is in fair supply at 17c., with moderate demand. There is no native dairy in tubs on the market worth speaking about. Creamery prints are worth 20c.

An important business change was made this week, which amalgamates two of the leading flour and feed houses. I. B. Shaffner has purchased the flour and feed business of J. A. Chipman & Co. Mr. Shaffner was formerly a partner with Mr. Chipman, but a couple of years ago went in business for himself, working up quite a large trade.

JUBILEE BAKING POWDER

25 OUNCES
25 CENTS

Absolutely Pure and Wholesome

SOMETHING NEW !

—And it is going with a rush. Orders are coming in just about as fast as we can fill them, and the trade find they have a good thing in . . .

Jubilee Baking Powder

It is guaranteed perfectly pure, and sells at a popular price.

25 Ounces - 25 Cents

2 DOZEN IN CASE. SEND FOR TRIAL ORDER.

THE TORONTO COFFEE & SPICE CO. LTD.
H.H. SUYDAM, PRES. J.D. ROBERTS, VICE-PRES. J.A. WATSON, SEC.

A HINT TO WHOLESALERS.

Editor CANADIAN GROCER,—I think the wholesale trade of this country are doing a great injustice to the merchants of honor who pay 100 cents on the dollar. Men are allowed to cut prices and even sell below cost. At last they fall through. Then a meeting of creditors is held and they make a compromise at 50 or 75 cents on the dollar, thus giving them the opportunity to make further cuts. Now they should in all jnstice make the same reduction to the honest men who pay the full price. Every man who comes to grief through cutting ought to be closed out entirely, for he is not fit to be in business. The above remark would not apply to a man who had been burned out or had had some other misfortune.

The time is come for some solid action to be taken by the retailers of this country. The wholesalers have their guild and fix terms and prices. Why not the retailers? Notice how we are fixed in the matter of railroad rates. The cartage from the wholesale house to the station is all charged to the retailer. Then when the goods arrive at the retailer's station he has to pay the cartage to his store. So we have to pay cartage at both ends. The shipping cartage is collected by adding 1¼ on each bill. This rate is charged on all bills even though the railroad has the goods delivered at the station free. Retailers should take this matter up at once and either get the railroad to reduce this amount or make the wholesaler deliver free, as paying cartage at both ends is monstrous.

In the matter of insolvency, I am satisfied that every man in business knows if he is running behind and should close out his business, pay up his creditors and not allow the serious loss to come to the wholesaler which eventually is charged up to loss account and comes on the honest dealer in the end. Wholesalers are generally aware how business is being run by the retailer and should in every case purge this country of these unprincipled dealers. Close them up and divide the stock amongst those who are paying the full quota. Let us hear from some of our brother retailers.

Yours, etc.,

Stratford, May 27, 1897. RETAILER.

THE BLESSING OF EMPLOYMENT.

When morn the task dispenser passes by,
Some take their burdens up with sweet elation,
Taught by a kindly past that jewels lie
'Mid stony wastes of routine occupation;
Others subvert the golden hours that hasten,
Despite the past's accusing looks that chasten.

Most blest is he who the essential path
Of happiness in labor is pursuing,
Who heeds time's opulence by day, and hath
The prize of sleep allotting night's soft wooing,
Who will permit no rust on its tools shining,
Or dust in chambers of his mind's refining.

The climbing rose that toils that it may twine
Without the casement its rare bower of beauty,
Mingles its perfume with this truth divine,
Blessings succeed to effort, grace to duty;
So hands employed give impetus to thinking,
And purpose finds its goal through work unshrinking.

No faithful labor ever comes to naught,
Feet that are shod with care insure swift running;
With toil and pain cool evening's rest is bought,
And stalwart Labor conquers latent Cunning;
His mind is rayless where no plan is growing,
While he who looks afar keeps his face glowing.

—Arthur Howard Hall, in Salem Gazette.

"This butter seems strong," said the young husband, at their first breakfast at home.

"Yes," she answered; "I talked to the marketman about that, and he said it was economy in the end never to buy weak butter. He said that even though this might cost a little more, people could get along with less of it, and it would last longer."—Washington Star.

WE ASK YOU

for the first order. You'll ask us for the second.

PEOPLE WHO GIVE

Appleton's Teas

a fair trial, form a strong attachment for them and want them always. Thus their trade steadily increases. If you are not handling these teas drop us a card and we will send samples and quotations. We want one good representative in every town in Canada. Are you open for business?

Canadian Agents { **Thompson & Thompson, Front St. East, Toronto**
Frank Magor & Co., St. John St., Montreal

GILLARD & CO., London, Eng.

Manufacturers Of

Gillard's New Pickle

Packed 2 dozen in case.
Single case lots, $3.40.
5 case lots, $3.30.

Gillard's New Sauce

A most delicious relish, prepared only from the finest Eastern and English vegetables and spices.

Single dozen lots, $1.90.

Barrel lots of 12 dozen, $1.75.

The highest-class goods of their kind, without the shadow of a doubt.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

CEYLON and INDIAN Teas

The attention of the tea-drinking world is turned towards India and Ceylon.

Everybody is asking for **CEYLON** and **INDIA** Teas---what everybody asks for pays you to handle.

If you have never used **INDIA** or **CEYLON** Teas in your Trade

TRY THEM NOW

IT WILL PAY YOU

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W. W. PARK & CO., manufacturers of confectionery, Toronto, have been partially sold out by the bailiff.

George Taylor, a baker of Weston, Ont., is offering to compromise.

Maria MacKenzie, grocer, Picton, has assigned to J. D. Gilbert.

J. E. Douglas, general storekeeper, Cacouna, Que., has assigned.

Rupert E. Sweet, general storekeeper, Country Harbor, has assigned.

John Branscombe, grocer, St. John, N.B., has compromised at 25c. on the dollar.

An assignment has been demanded of Joseph Elisee, general merchant, Cacouna Que.

R. Higginbottom, produce merchant, Victoria, B.C., has been closed up by creditors.

C. McIlhargy, dealer in groceries and crockery, Stratford, is offering to compromise at 75c. on the dollar.

The grocery, flour and feed stock of James Proctor, Niagara Falls, Ont., has been seized under chattel mortgage.

PARTNERSHIPS FORMED AND DISSOLVED.

Barber, Watson & Co. have started a general business in Listowel, Ont.

F. L. Young & Co., general merchants, Hereford, Que., have dissolved.

Grace Bros. & Co., of Kazabazua and Gracefield, Que., have dissolved. Thomas Grace continues.

Hector Begin has been registered proprietor of the grocery firm of L. H. Begin & Co., Levis, Que.

Black & Barnard, who have been running an oatmeal mill in Wroxeter, Ont., have dissolved partnership.

Dawdy & Adley, general merchants, Welland, Ont., have dissolved partnership; Frank Adley continues.

A partnership under the style of Chitty & Thompson, has commenced doing business as commission agents in Ottawa.

Niven & Bell, who have been running a general store at Whitewater, B. C., have dissolved. F. C. Niven continues.

Zephrim Coutu and Alexis Coutu are registered proprietors of the general store of Chambly, Que., doing business under the style of Z. Coutu, Fils & Co.

The firm of Grace Bros. & Co., general merchants, Bouchette and Maniwaki, have dissolved partnership; John and Wm. P. Grace continue together.

Michael R. Roach, liquor merchant and grocer, Little Grace Bay, N.S., has admitted Neil J. Gillis as a partner. Business will now be run under the style of Roach & Gillis.

Jos. A. Bancroft, W. B. Sealy, W. N. Winchester and Geo. Armstrong have registered a co-partnership to do a general trade in Roundhill, N.S., under the style of S. E. Bancroft & Co.

CHANGES.

E. E. Ayer, grocer, Moncton, N.B., has sold out to J. S. Macgee.

R. S. Wellwood is opening out a general store in Plumas, N.W.T.

Nathan Cornfoot has started a grocery business in Halifax, N.S.

Caster & Co., Bolton, have sold out their general store to Jos. Calhoun.

W. N. McLachlan has opened out a grocery store at Chatham, N.B.

Joseph Forest has commenced a grocery and liquor business in Montreal.

Angus Tobin is commencing a business in teas and crockery in Montreal.

John O'Neil, Montreal, Que., is commencing a grocery and liquor business.

Jas. N. Macdonald has opened out a general business at Westville, N.S.

S. Desormeau is commencing a beer-bottling business at St. Jerome, Que.

The St. Hyacinthe Vinegar Co. are about to start business at St. Hyacinthe, Que.

Telford & Co., general merchants, Leduc, have been succeeded by R. E. Douglas.

James N. Davidson, of Aikenside, Man, has sold his general stock to C. A. Wagoner.

T. J. Gallagher, of St. Catharines, Ont., has sold out his tobacco stock to McIlwain & Timmons.

A grocery and confectionery business has been opened in Halifax, N.S., with F. M. Eckersley as proprietor.

Marie E. Demers, wife of Philip Gareau, has been registered proprietress of the stock of P. Gareau & Co., grocery firm of Montreal, Que.

SALES MADE AND PENDING.

The grocery stock of Oscar Tessier, Montreal, Que., has been sold.

Albert Forest, Montreal, has sold out his grocery and liquor business.

The general stock of Wm. Jamieson, of Hillsdale, N.B., has been sold by auction.

The assets of David Walters, grocer, Quebec, are advertised for sale on the 4th inst.

The assets of the estate of Thomas Strong, Lachine, Que., are to be sold by auction on the 8th prox.

The assets of the estate of Bernard Taylor, grocer, Montreal, Que., are to be sold by auction on the 8th prox.

W. Cousins, who has been keeping a general store in Medicine Hat is selling out and moving to Slocan City, B.C.

DEATHS.

John Stapleton, liquor merchant, Port Hawkesbury, N.S., is dead.

J. A. A. Audet, who has been running a general store in St. Anselme, Que., is dead.

WINDOW CARDS.

A new business has sprung up—window card writing. The general competition in the improvement of advertising is responsible for this. Retailers in most large cities contest strongly for first position in the attractiveness of their windows and general advertising display. It is almost impossible for the average retailer to make window cards that are neat and attractive; and their efforts usually result in only a badly written, poorly punctuated, clumsily painted sign. It was the full realization of this which suggested the painting of signs to the ambitious youth, whose ideas have since been followed in almost every large city in the country. The card writer goes from store to store. He studies the stock, talks with the proprietor, finds out what he wants to advertise, and gets all the general information he can secure. Then, in his own bright and breezy way, he tells the story attractively and in a few words. Bright card writers make several thousand dollars a year; and so well does the work repay the retailer that the price he pays for it is never begrudged.—Commercial Enquirer.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

THE ARCTIC REFRIGERATOR

All sizes; sweetest, driest, coldest, with least amount of ice. Send for catalogue. . . . .

John Hillock & Co. 165 Queen St. E. Toronto

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

THE QUEEN CITY OIL CO. LTD.

SAMUEL ROGERS, President, - TORONTO.

Sales Agents for the Standard Oil Co.'s Oils and SPECIALTY GOODS.

See that you get the genuine brands. Boston Coach Oil, Harness Oil, Sewing Machine, Bicycle, Lantern and Gun Oil, Hoof Ointment, Axle Grease, Paraffin Wax Candles, Electric Light and Granite Candles, Coach Candles, Christmas Candles, Plain and Decorated, Cordova Wax Candles. Enquire for prices.

Use PEERLESS OIL for Machinery.

HELLO ! ! ! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

GRIMBLE'S English Malt

Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N.W. ENG.

Ask for Prices

WHEN YOU WANT

SALT

FOR ANY PURPOSE

Glad to Send Samples

VERRET, STEWART & CO., Montreal - Quebec.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST

WINDSOR SALT

TABLE SALT
BUTTER SALT
CHEESE SALT
ORDINARY FINE SALT

Our capacity is large enough to enable us to ship all orders without the slightest delay.

WINDSOR SALT CO. Ltd., Windsor, Ont.

Our New Line . . .

"GOOD LUCK" BROOMS

Freight paid on lots of 6 dozen.

The H. A. NELSON & SONS CO., Ltd., Toronto - - Montreal.

1897 NEW SEASON'S GOODS

We have just received

Southwell's ORANGE MARMALADE

Better than the Best

In 1-lb. Glass 7-lb. Jars and 7-lb. Tins

F. MAGOR & CO. 16 St. John Street Montreal

CURRENT MARKET QUOTATIONS

Toronto, June 3, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " "	
¼ " 2 " "	2 00
3 " 1 " "	6 50
5 " ½ " "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz. in case.....	1 25
cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
	1 20
½ lb., 3 doz. cases, round	1 80
No. 1 (14 oz.), 2 doz. cases, round.....	2 00
1 lb., 2 doz. cases, round.....	5 75
3 lb., ½ " " "	9 00
5lb., ½ " " "	

Prices of cheaper goods or special brands on application

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

Diamond— W. H. GILLARD & CO.

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$	1 25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

Silver Cream, ¼ lb. tins, 4 to 6 doz. cases .....per doz.	$0 75
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.

	per gross
¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " " "	3 60
No. 3 " " " " "	4 50
No. 5 " " " " "	7 20
No. 10 " " " "	9 00
Vucan Oil Blacking, 1 doz. cases, liquid	2 00

per doz

New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING.

No. 1 Bronze Tins, per gross.....$	2 60
No. 2 Bronze Tins, per gross .....$	3 40
" 3 " " "	5 60
" 4 " " "	10 00
" 1 Enamelled Tins "	2 50
" 2 " " "	3 75
" 3 " " "	4 00
" 4 " " "	4 50

THE ALPHA CHEMICAL CO.

Shoe Dressing— in ¼ gross cases. Per Gross

French Oil in 3-doz. cases.....$	22 00
Reliable Shoe Dressing	9 00
Ecliptic Combination tan	12 00
Moody's Ox Blood....	12 00
" Chocolate....	12 00
Alpha Chemical Co. French Castor Oil..	9 00
Alpha Chemical Co. Refined Sweet Oil..	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Shoe Blacking— in ¼ gross cases.

Reliable French Blacking, No. 5	9 00
" " " No. 4	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1½	4 25
Patent Leather Polish No. 1½	9 00
Waterproof Dubbin No. 4	9 00
Alpha Metal Polish No 2.....	9 00

Patent Stove Polish—

Sunlight Lead Bar.....	4 25
Packed in ½ gross cases	
Sunlight Liquid, ¼ gross cases..	10 80
Moody's Black Lead	4 25
½ gross cases	
Reliable Stove Pipe Varnish	15 00
¼ gross cases 6-oz. bottles	
Quickshine Pipe Varnish.....	12 0
¼ gross cases, pressed top tins.	

Stove Polish— per gross

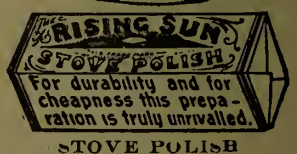
Quickshine Polish	00
Reliable Paste..	6 00
Electric Crown Paste	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15

Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.

Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH

	Per gros
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5o. size, ¼ gross boxes.....	5

Starch . .

LAUNDRY STARCH

CULINARY STARCH

RICE STARCH

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
per doz	
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bottles	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread.	0 07
Warbler, with Song Restorer	0 05¾
Belgian, with Bird Improver	0 05½
International, with Bird Treat	0 05¼
German X, with Cuttlefish Bone	0 04¾
German, with Cuttlefish Bone	0 04¼
London Bird Seed, bulk 25 lb. cases	0 04½
Bird Gravel, 10c. pkts., 24 in case	0 06
Bird Gravel, 5c. pkts., 48 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " " 5c. " 48 " "	0 03

CORN BROOMS

CHAS. BOECKH & SONS.

	per doz. net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

BLUE.

KEEN'S OXFORD.

	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 40	1 70
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select.	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 72½	0 75
Lobster, talls	2 30	2 52
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 50
" Horseshoe	....	1 50
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " ¼'s	0 10½	0 11
" " " ⅛'s	0 18½	0 19
Sardines, other brands 9¾	11 0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" ½'s "	0 33	0 36
Sardines, Amer., ¼'s "	0 04½	0 09
" ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kippered Herring, 1-lb.	1 60	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6 "	....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40 1 50
" 2 lb.	2 60 2 75
" 4 lb.	5 50 5 80
" 6 lb.	8 50 8 80
" 14 lb.	17 50 18 00
Roast Beef, 1 lb.	1 40 1 50
2 lb.	2 60 2 75
Luncheon Beef, 1 lb.	1 60 1 70
" 2 lb.	2 75 2 85
Brawn 1 lb.	1 30 1 40
" 2 lb.	2 35 2 50
" 6 lb.	6 60 6 80
" 14 lb.	14 50 15 00
Ox Tongue, 1½ lb.	7 00 7 20
" " 2 lb.	8 50 8 80
" " 2½ lb.	10 75 11 00
Lunch Tongue, 1 lb.	3 35 3 50
" " 2 lb.	6 50 6 80
Chipped Beef, ½ lb.	1 60 1 70
" " 1 lb.	2 65 2 80
Pigs' Feet, 1 lb.	1 65 1 75
" " 2 lb.	2 45 2 60
Potted Meats, Tongue or Ham ¼ lb.	70 75
Potted Meats, Tongue or Ham ½ lb.	1 20 1 25
Potted Deviled Ham or Tongue, ¼ lb.	70 75
Potted Deviled Ham or Tongue, ½ lb.	1 20 1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00 3 15
" 1 pt.	2 00 2 10
Gelatine of Boar's Head, 2 lb.	3 00 3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00 3 10
Plover Roast	5 00 ....
liced Gold Band Bacon	3 00 ...

Codfish.

	per doz
Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.

ADAMS & SONS CO.

	per box
Tutti Frutti, 36 5c. bars	$1 20
" "(in cream pitcher) 36 5c bars	1 20
" "(in sugar bowl) 36 5c bars	1 25
" "(in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs.	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

RECKITT'S Blue and Black Lead { ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

EPPS'S COCOA

The most nutritious Cocoa
¼ lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
¼ lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

THE "DIAMOND"

OIL BLACKING

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the origiual, and see you get it.

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Belleville, Ont.

Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

"Minute Tapioca"

Is not rivaled by any other brand of Tapioca. This is the universal testimony of consumers, dealers and jobbers, and accounts for the increased sales each year.

"Minute Gelatine"

Requires no soaking, being always ready for use. Makes two quarts of clear, firm jelly.

Ask your wholesaler for these goods. If he does not keep them let us send you a sample order.

Manufactured and guaranteed by

WHITMAN GROCERY CO.
Manufacturers Grocery Specialties
Samples Free. **Orange, Mass.**

COWAN'S

Hygienic and Perfection **Cocoas** and Cocoa Essence

Queen's Dessert, Royal Navy and Perfection **Chocolates**

Chocolate, Pink, White, Lemon Color **Icings**
A child can ice a cake in three minutes.

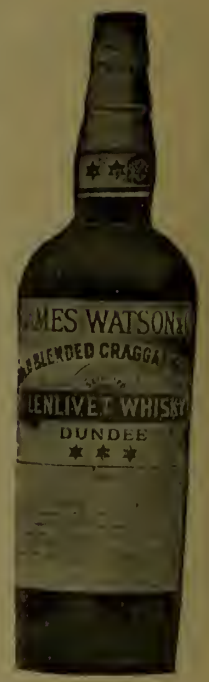
Cowan's Famous Blend Coffee is perfection in strength and flavor

THE COWAN CO. LTD. - TORONTO

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & CO. HALIFAX, N.S. ESTABLISHED 1844
IS THE BEST.

ASK FOR

MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.
Agents for the Dominion
10 Lemoine St.
MONTREAL

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'s.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs.	0 30
Caraccas, ¼'s—6 and 12 lbs.	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs.	0 26
Diamond, ¼'s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs.	0 30
Pearl, " " "	0 25
London Pearl, 12 and 18 " "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, ackages	1 40

CHOCOLAT MENIER.

	In 5 case lot.	Cases of 10x12 lb bxs.	In 12 lb bxs
Vanilla— per lb.			
Yellow wrapper,	$ 0 32	$ 0 34	$ 0 36
Unsweetened—			
Blue Premium	0 35	0 37	0 39
		Per case.	Less than case
Pastilles—			
Yellow wrapper, 108 bxs. to the case		$20 00	0 20
Croquettes—			
Yellow wrapper, 9 bxs. of 12 packages		$20 00	0 20

FRY'S.
(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 14lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	0
" 1 lbs. "	4 5
Homeopathic, ¼'s, 14lb. boxes	....
" ½ lbs. 12 lb. boxe	33

JOHN P. MOTT & CO.'s.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb	0 35

WALTER BAKER & CO.'s.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanil a Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO,

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30

SCHEPP'S

Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	

EVERYBODY HAS A FAD.

{ Never be without
T. B. & C. Co.'s Cream Sodas.

Ours is to help you build up a big Biscuit business. Besides building up yours we are adding to our own. The two work together. Let your stock of Biscuits be attractive at all times. We can show you one of the biggest and best assortments of plain and fancy Biscuits in Canada.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb	....	....
Improved Shredded, "	....	....
Beaver "	....	....
Macaroon "	....	....
Desiccated "	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 13 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 18 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

Mecca	0 34
Damascus	0 30
Cairo	0 25

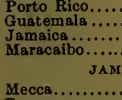
TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	0 34
Our Own "	0 32
Jersey "	0 30
Laguaya "	0 26
Mocha and Java	0 32 0 34
Old Government Java....0 30	0 32 0 35
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 25
Crushed East India	0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

Crown Brand (Robert Greig & Co.)—



1	oz. Bottle, per doz.	0 90
2	" " "	1 50
2½	" " "	2 00
4	" " "	3 00
8	" Bottle "	6 00
4	" Glass Stop'r "	3 50
8	" "	7 00

Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Screw Top "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

BOVRIL.

	per doz.
Bovril—1 oz. bottles	$2 00
2 oz. "	3 75
4 oz. "	6 50
8 oz. "	11 25
16 oz. "	18 25
Small bottles, (to make one cup)	1 00
Invalid Bovril—2 oz. jars	3 85
4 oz. jars	6 55

BI-CARB SODA.

Standard, per keg of 112 lbs	2 40	2 50

FRUITS.

FOREIGN.	per lb.
Currants—Provincials, bbls	0 04⅞ 0 05
" ½ bbls	.... 0 05
" Filiatras, bbls	0 05 0 05½
" ½ bbls	0 05 0 05⅛
" Patras, bbls	0 05¾ 0 06
" ½ bbls	0 05¾ 0 06
" cases	0 05¾ 0 06
" Vostizzas, cases	0 07 0 08
" Blue Pearls	0 08 0 08½
Dates, Hallowee boxes (new)	0 05¼ 0 06
Figs—Eleme, 10 oz	0 07½ 0 09
" " 10 lb	0 09 0 12
" " 18 lb	0 11 0 13
" " 28 lb	0 13 0 14
" taps	0 03 0 04
" natural, boxes	0 05 0 06
" ditto, bags	.... 0 04½
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux	0 04½ 0 06½
Raisins—Valencia off stalk	0 05 0 05¼
" Fine, off stalk	0 05¾ 0 06
" Selected	0 06¾ 0 07
" Layers	0 07 0 07½
" Sultanas	0 07 0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07¼ 0 08¼

	per box.	
Malaga		
" London Layers	1 60	1 80
" Dehesa Clusters	3 50	4 00
" Imp. Russian Clusters	5 00	5 50

DOMESTIC:

Apples, dried, per lb	0 02	0 03½
" evaporated	0 03	0 05

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	....	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.	85	90
1 " " Red, "	90	95

COX'S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—From Toronto— 50 to 60 dy basis	2 15
20, 30 and 40 dy	2 20
10, 12 and 16 dy	2 25
8 and 9 dy	2 30
6 and 7 dy	2 35
4 to 5 dy	2 60
3 dy A P	2 85
HORSE NAILS— Canadian, dis. 50 per cent.	
HORSE SHOES— From Toronto, per keg	3 35

SCREWS—Wood—
Flat-head iron, 80, 10 and 10 p. c. dis.
Round-head iron, 75, 10 and 10 p. c. dis.
Flat-head brass, 77½, 10 and 10 p. c. dis.
Round-head brass, 72½, 10 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	1 35
ROPE—Manilla	0 06⅞ 0 08¼
Sisal	0 05¼ 0 06⅞
AXES—Per box	5 25 9 00
SHOT—Canadian, dis, 17½ per cent.	

HINGES—

Heavy T and strap	0 03¾ 0 04¾
Screw, hook and strap	2 40 3 50

WHITE LEAD—Pure Association guarantee, ground in oil.

	per 100 lbs.
25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—
Selected packages, per gal. 0 44
2c, extra outside points.

LINSEED OIL—

Raw, per gal	0 43 ....
Boiled, "	0 46 ....

2c. extra outside points.

GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

range Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant "	1 85
Other Jams " "	1 55 1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net	$11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch— 1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish— Old Irish	7 50	8 00
Banagher	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac— 1 Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto— Ports	2 10	6 50
Wisdom & Warter— Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur. 14 years old	15 50	16 50
In wood—Fine old Scotch	....	4 40
Special old Scotch	....	5

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.
Pony size	$7 50	Beer Mug 16 20
Small Med.	7 50	Tumbler 11 50
Medium	10 80	Cream Jug 21 00
Large	12 00	Sugar Bowl 22 00
Spoon	18 00	Caddy 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03⅝	0 03⅞
Patna	0 04¼	0 05¼
Japau	....	0 05
Imperial Seeta	....	0 05¼
Extra Burmah	0 04½	0 04⅝
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

ROOT AND GINGER BEER.

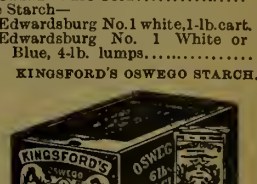
Adams' 10c. size, per doz	$ 80
" " " gross	9 00
" 25 " " doz	1 60
" " " " gross	18 00

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Beuson's Enamel, per box	3 00
Culinary Starch— W. T. Benson & Co 's Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch— Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINGSFORD'S OSWEGO STARCH.



SILVER GLOSS	40-lb. boxes, 1 lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08 0 08½
PURE OSWEGO CORN STARCH.	16-lb. boxes 40-lb. boxes, 1-lb. packages	0 07 0 07½

There are reasons for it.

FOR WHAT?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO STARCH — 38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS — Silver Gloss	0 07½
STARCH IN BARRELS — Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs	0 04¾
Kegs, 100 lbs	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs	0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, single barrels....	0 04 7-16
Redpath and St. Lawrence, 5-barrels	0 04⅜
Acadia, single barrels....	0 04⅜
" 5 "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05⅝ 0 05½
" in 50 lb. boxes....	0 05½ 0 05⅝
Extra Ground, bbls. Icing....	0 05⅝ 0 05½
Powdered, bbls	0 05 0 05¼
Very bright refined	0 03¾ 0 04⅛
Bright Yellow	0 00 0 03¾
Dark Yellow	0 00 0 03⅝
Demerara	0 03⅞ 0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark — per gallon.	0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails	....	1 00
" 3 gal. pails	1 35	1 40

MOLASSES.

Barrels	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot	4 20
Box Lot	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.	....	0 35
" " 60 ½-lbs.	....	0 35
" " 30 1-lbs.		
" " 120 ½-lbs.	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

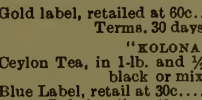
LIPTON S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21



Green label, retailed at 30c	0 22
Blue label, retailed at 40c	0 30
Red lable, retailed at 50c	0 36
Gold label, retailed at 60c	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c		0 22
Green Label " 40c		0 28
Red Label " 50c		0 35
Orange Label, retail at 60c		0 42
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THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, JUNE 11, 1897. No. 24

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THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, JUNE 11, 1897 ($2.00 per Year) No. 24

THE MAKING OF A HIGHWAY.*

By Andrew Pattullo, M.P.P.

IT has been well said that good roads are at once the index and the agent of civilization. Judged by this standard, Canada has scarcely emerged from a condition of semi-barbarism ; and dependent on such an agency, her progress towards higher civilization would be slow. In very few parts of the country have we good roads. Almost everywhere in the rural districts they are execrably bad, and the streets of most of our towns and cities are little better. Neither our streets nor rural highways reflect the intelligence and progress of the Canadian people. With a relatively sparse population scattered over a vast territory, we have grappled with the problem of transportation in a way to excite the wonder and admiration of the world. We have a magnificent system of canals. Every province has a network of railways—too many in some parts for profitable working, an evil resulting from local enterprise and rivalry, which has multiplied and paralleled lines beyond the needs of trade and its ability to sustain them. Long ago we connected the older provinces of Confederation by a national road, and afterwards threw a line across the continent in advance of settlement. And we are not through yet. We are now making enormous appropriations for new railways and for the extension and deepening of our canal routes. Probably no country in the world, population and area considered, has made a more heroic effort to solve the great problem of transportation than Canada. And in grappling with this problem our vision has not been local, but national, and, indeed, Imperial. For we are now undertaking to connect our superb means of transport by boat and rail, with the Mother Country by means of a fast transatlantic service, which will at once give us supremacy on the ocean.

Still, all this vast expenditure of energy and of wealth has only touched one phase, though the greater one, of the all-important question of cheap transport. Much of the value of our great arteries of trade and of rapid transit is lost if the little arteries that should feed them are lacking or sluggish in their circulation. It is the common roads of the country that must supply the chief avenues of commerce with most of the products which these convey to the markets of the world. But during much of the year these roads are useless. During the rest of the year they are so bad as to enormously enhance the cost of traffic, and to this extent decrease the profits of the producer. We may deepen our canals, increase our railway mileage into new regions, regulate, reduce and control freight rates ; but we will never have solved the entire problem of cheap and rapid transportation until we have improved the rural highways of the country and our civic thoroughfares as well. Neither our farmers, our lumbermen, nor our manufacturers can increase the price of their products in the great markets of the world. They cannot affect these markets. They can merely decrease the cost of production. This is the sole method open to them to increase their profits. Perhaps from no other cause does the country suffer so much in the way of dear production as through bad roads. The direct and indirect and baneful effects of dear transport by wagon are felt in every line of industry throughout Canada to-day. Careful statisticians have estimated that the United States loses from two hundred and fifty to six hundred million dollars per year unnecessarily through bad roads. Whatever the amount may be, Canada's loss may be similarly computed according to population. It is quite certain that in one of her leading agricultural industries the annual loss in hauling through bad roads is not less than one million dollars. In the rural districts we have spent in ten years thirty-five millions on roads, besides our statute labor. Much of it has been thrown away. And the appalling loss through ignorance and inefficiency in the towns and cities of the country is not less great. The Mayor and some members of the City Council of Toronto admitted the other night that several hundred thousand dollars had been thrown away in that city in recent years on badly constructed and unnecessary expensive pavements. Probably half a million would not cover the cost of ignorance, inefficiency and dishonesty in this one city alone during the last twenty-five years. And still Macadam and Telford taught the world how to make roads early in the present century.

The ancients knew how to build roads. Roman genius had solved the problem long before Paul entered the city over the Appian way, a road which still remains the admiration of the world. And on this continent, in the extreme southern lands of South America, ancient races now extinct have left enduring monuments of their genius and skill as road builders. But ancient methods were cumbrous, and would not be suited to an age in which both material and labor are not only of some account but are the chief elements in the problem. Modern road building on scientific or common sense principles is not so old as the present century. The system now pursued everywhere is the creation or revival of Macadam, Telford, and a few other men of like genius, who have contributed through their system fabulous sums to the profits of agriculture and trade. So it cannot be said that Canada has bad roads because she is a young country. The modern art of road-making is not older than the old districts of this country. And we have no insuperable difficulties to contend with, or any difficulties that differ greatly from those met with in England, France and other countries which have all but ideal roads. Great Britain spends twenty-five million dollars a

*Condensed from an article which appeared in The Westminster for June.

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year on roads, France almost twenty millions, and poor little Italy over three millions. Such sums are cheerfully spent because the people of these countries know that good roads cost nothing. They mean economy, saving, the avoidance of waste. Canadians suffer incredible loss through bad roads, and imagine that they are avoiding taxation. They close their eyes and ears and endure burdens that the people of other countries would consider intolerable.

Why, then, have we bad roads in Canada? It is not through lack of intelligence; it is not through lack of energy ; it is not our inability to pay for good roads, for these cost vastly less than bad ones. It is through apathy and lack of knowledge on this special subject. In the rural districts it is the fault of our system, or lack of system. In this age of specializing the highest intelligences are devoted to special objects. Men devote their brains, their energies, their whole life to minute parts of specialized professional work or of industry. Without such specializing, such concentration of intelligence and energy success in any direction is now all but impossible. But in roadmaking, intelligence is scarcely an element. Most of our country roads are still made under the statute labor system. Pathmasters are not selected because they know how to make roads. When they do happen to know, which is very rarely, they are not retained in office. They do not work to any definite and uniform plan. They are not under trained direction. Ignorance has charge of work requiring special skill and some knowledge of the scientific principles on which roadmaking and maintenance depend. The results under this system could be greatly improved by a more careful selection of pathmasters, their retention in office, and their direction under competent municipal overseers appointed by the townships and counties. But we can never have good roads until the work is done by men specially selected for their knowledge of it, who will be retained in office, who will work to uniform plans prepared by road builders, and under trained supervision, and who will continue the work of repair throughout the whole season. But that the statute labor system of our rural municipalities is not entirely at fault is seen by the fact that in most Canadian towns and cities the streets are little better than country roads. The inefficiency, the waste, and the shocking results are quite as obvious. In no phase of civic work is the failure of our municipal system more clear than in street building and maintenance. It is obvious, therefore, than popular apathy and ignorance are really at the root of evils which every good citizen must deplore.

It is this belief which led to the formation of the Ontario Good Roads Association four years ago. The agitation for good roads had been kept up in a systematic way and with definite objects for some years previous. The association was formed to give direction, unity of aim, and, therefore, influence, to the agitation. The association has gone on the principle that education must precede legislation, that in a country enjoying (or suffering under, as some might wrongly wish to put it) popular government, we must educate our masters, as Robert Lowe once said with a groan. Of late the work has been left chiefly to the Provincial Road Instructor, Mr. A. W. Campbell, an official appointed by the Ontario Government on the representation of the association. During the past year Mr. Campbell has held fully 100 meetings throughout the province. These have been successful far beyond all expectations, and earnest, practical results are following in the most of the civic and rural municipalities which he has visited. And the influence of the movement begun here has extended into Quebec and the Maritime Provinces.

In connection with this work it is curious to note the entire absence of information on the question of road-making among many people who are highly intelligent on other topics. There is everywhere seen an absence of the most elementary knowledge on the subject. Incredible sums of money and vast volumes of labor are thrown away on roads and streets by men who are frugal to meanness in every other direction, and who would go into rebellion if the state took from their pockets the sums which they waste on childish efforts at road building and repair. And yet the principles of roadmaking are very simple. Macadam was once asked what they were. He replied that there were three ; "(1) drainage ; (2) drainage ; (3) drainage." Still, underdrainage of Canadian roads is almost unknown. But a good road, strange as it may seem, is just like a house. It must have a good foundation and a good roof. The foundation can only be got in most soils by underdrainage. The roof can only be got, after proper grading, by metalling with clean material, by rolling and constant repair. The crown of the road must shed water as the roof of a house does. This is the whole philosophy of roadmaking made easy. How many Canadian roads are built on these principles? But good roads cannot be made on any other. The gospel of good roads is very simple, like the old, old Gospel of the good Book, but how few there be that know or receive it?

There is, of course, a great difference between the roadways needed in country districts and for the streets of our larger towns and cities. In very few places in the country is macadam necessary. Good gravel and stone roads (that is, broken stone in place of gravel, where the latter is not available) or even well drained, well graded mud roads, are all that is necessary. Through our villages, and in the outlying portions of towns and cities, clean screened gravel or broken metal roadways, laid on foundations prepared a little less carefully than for macadam, will usually answer all the requirements of traffic, and prove a cheap, durable and easily maintained street.

But whatever the darkness and discouragement of the past, the light is dawning. A great change has taken place in public opinion in Canada in a few years. Where apathy and opposition was found a short

CAN'T BE MADE ANY BETTER

Diamond Crystal Salt

Following analysis shows its remarkable purity :

Moisture	0.234
Insoluble	0 015
Sulphate of Lime	0.044
" " Magnesium	. . . .
Chloride of "	traces
" " Calcium	0.009
" " Sodium (Salt)	98.698
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We have a line of Demerara Crystal Sugar which we are offering at low figures.

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Are you selling to them?

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CROSSE & BLACKWELL'S Pickles, Pints and Half-Pints.
" " Marmalade, 1-lb. Glass Jars.
" " English Malt Vinegar, Quarts.
JAMES EPPS & CO.'S Cocoa, ¼-lb. Tins.
PATERSON & SON'S Worcestershire Sauce, Half-Pints.

. . . ALL AT LOWEST PRICES . . .

THOS. KINNEAR & CO. WHOLESALE GROCERS 49 FRONT STREET EAST TORONTO

time ago there is now popular interest and an eagerness for change. A revolution in methods and results has begun. It will soon transform both our streets and rural highways.

But the effects of good roads are not all material. * * * Good roads bring the producer and the consumer near together. Markets which are now separated from the producer by bad roads could be brought near by good ones. There are places in Canada which at certain seasons are cut off from their rural sources of supply through impassable highways almost as completely as if an Asiatic jungle lay between. Every village, town and city of Canada could double the area contributory to it by the simple expedient of improving the roads. It could, paradoxical as it may seem, cheapen the price of the produce which it must buy and enhance the profits of the producer at the same time.

THEY GIVE IMPETUS.

Always there is some dominant issue with which the associations are grappling and which acts as a mighty lever to lift the grocers' movement out of the sloughs of indifference and devotion to petty interests, remarks Merchants' Review. At one time it is the manufacturing peddler, at another it is the absence of proper collection laws, and again it is the department store. Whether in the wrestlings with these questions the grocers are or are not successful does not matter so much as an outsider might suspect, because each of these issues, or the agitation which springs up from the eradication of the evil, answers the very useful purpose of stimulating association work, strengthening the organizations, and, above all, of acting as a preservative from dry rot. While the great effort may fail, from various causes, the impetus thereby given to the general movement for reform is felt in the eradication of various minor abuses and the improvement of the condition of members of the trade.

A CUP OF TEA.

SOME valuable hints on preparing tea for use are given by Joseph M. Walsh, in "Tea, its History and Mystery." He says :

"Tea may be made depressing and injurious, or exhilarating and wholesome, according to the manner in which it is treated and prepared for use. Many who imagine that a high, dark-colored liquor indicates strength, boil the leaves, while others, again, spoil the tea by putting the leaves into the boiling water, some people putting the leaves in cold water and then placing the kettle over the fire to boil, prolonged infusion being still another serious mistake. All of these methods produce the same evil results—that of extracting an increased amount of the tannic acid—therefore destroying the flavor of the tea by giving it a bitter and astringent taste as well as imparting an almost ink-black color to the infusion.

"The falsely economical custom of filling the tea pot a second time without removing the exhausted leaves is another error in the making of tea, as the theine, which is only soluble in fresh-boiled water, is wholly extracted in the first drawing, and cannot for this reason be present in the second, the latter being merely a decoction composed chiefly of tannin. To avoid this error a sufficient quantity of tea should be made in the first drawing or fresh leaves supplied as needed. And still another reprehensible practice is that of adding fresh leaves to those that have already been used once, it being utterly impossible to add either to the strength or flavor of tea by putting more leaves in the tea pot after the first drawing, for the reason that tea water will not extract the active principle—theine—from the dry leaves of fresh tea ; only fresh boiling water will do this. The use of tea water simply increases the amount of tannin, darkens the color, destroys the flavor and only adds to the quantity of leaves already in the pot without in the least affecting the active principle, so that if it be necessary to increase the strength of the tea prepared, draw some fresh leaves in a separate vessel and add the liquor to that already made.

"Tea being an infusion, not a decoction, it should be brewed, not stewed, the object being to extract as much of the theine, or refreshing principle, and as little of the tannin, or astringent property, as possible, without, at the same time, either boiling or overdrawing. So that, in the proper preparation of tea for use, the aim and object should be to extract as little of the tannin as possible and as much of the theine and volatile oil as can be conveniently extracted without permitting the infusion to boil, to obtain which most desirable result the following general rules are recommended : Put the requisite quantity of leaves in a covered china or earthenware vessel—avoid tin or metal of any kind, even silver—then pour on fresh, briskly-boiling water and let stand where it will keep hot without boiling from seven to ten minutes according to the variety of tea used. In this time, while the tea is drawing, only the refreshing and stimulating principles (theine and volatile) are extracted from the leaves. Boiling or prolonged infusion dissolves and brings out the astringent principle (tannin) which injures the nerves and impairs digestion, for which reason no tea which has been either boiled or overdrawn is fit to drink. When tea has been boiled or overdrawn it can be readily detected by the exceedingly dark color of the liquor, as well as by its bitter and astringent flavor."

CURRANTS.

Although it has been reported that the stock of currants in Greece was exhausted, it is understood that some offerings for shipment have been made within a day or two, but at prices fully equal to those quoted for spot goods. Moreover, it is said that the time of shipment specified is so late as to make it improbable that the goods would come in under the new duty.—N.Y. Journal of Commerce.

You Don't Have to "Push" It.

From Manufacturer to Retailer Direct.

The Demand Exists.

Our increased orders this Spring prove it conclusively. Molina Rolled Wheat grows steadily in favor, everywhere.

It costs so much less than those high-priced package cereals. A good profit for you—a stronger hold on your customers. You please them with quality, and save money for them on price. Good points these, and worth considering on.

MOLINA ROLLED WHEAT

The Tillson Co'y, Limited
Tilsonburg, Ont.

COLD STORAGE FOR CHATHAM.

The Chatham Board of Trade is considering the comprehensive scheme of building a large four-storey refrigerator to work in connection with the cold storage system being inaugurated by the Government.

Mr. Lamont, the originator of the scheme, proposes that this warehouse be the central station of the district embracing the counties of Kent, Essex, and Lambton. Fruits, meats, butter, cheese, and all perishable products will be brought in by refrigerator cars, and shipped out in carload lots through to the seaboard in refrigerator cars.

Mr. Lamont is willing to turn over his cold-storage patent to the Dominion Government for use in the cars, if his Chatham scheme will be aided to the extent of $20,000. The cost of the structure will probably be $35,000 or $40,000.

A resolution was passed at a recent meeting of the Board of Trade asking Mr. Campbell, M. P., to render what assistance he could at Ottawa.

CHEAP PARIS GREEN.

Peuchen & Co., 10 and 12 Bay street, Toronto, wish to attract the trade to their prices on paris green. On account of carrying over a heavy stock of arsenic last year, which was bought before the advance in the price of that article, they are in a position to sell pure paris green below the cost of manufacturing, at this year's price of raw material. As the stock is limited, it would be advisable for intending purchasers to order at once.

The firm quotes as follows: Bulk, in 600-lb. casks, 11½c.; 250-lb. kegs, 11¾c.; 100-lb. irons, 12c.; 50-lb. irons, 12¼c.; 25-lb. irons, 12¾c. One-pound packages, 13c.; ½-lb. packages, 15c.; ¼-lb. packages, 17c.

RAILWAY COLD STORAGE.

Final arrangements have been made between the G. T. R. and Dominion Government for a special refrigerator service for dairy products to be exported to the Old Country. The service was started on June 7. It is largely experimental, and will be run weekly as follows: Monday—Sarnia to London, way freight Orillia to Belleville, Wiarton to Stratford, Goderich to Stratford, Meaford to Allandale. Tuesday— London to Hamilton, Belleville to Brockville, Stratford to Toronto, way freight Allandale to Toronto, Chaudiere Junction to Montreal, Coaticook to Montreal, Fort Covington to Montreal. Wednesday—Hamilton to Toronto, Brockville to Montreal, Toronto to Belleville. These cars may be used for local shipments of small lots of dairy freight. The car from Wiarton to Stratford and from Goderich to Stratford will run alternate Mondays.

We guarantee

Pure Gold Jelly Powder to be the best of its class in the market to-day.

We agree

to take it back and to refund your money if it is not so.

PURE GOLD MFG. CO.
TORONTO.

Have we your order ?

Ask for Sample.

7 POPULAR FLAVORS
3 DOZ. ASST. IN CASE
90 CENTS A DOZEN

THE YOUNG MAN AND HIS BUSINESS.

BUSINESS is really the training school of life—the gymnasium in which power, endurance, character are developed. The mind is trained by slower process than the body. Character matures slower than muscle. Manhood is made by the work of a lifetime. Hence, when one has chosen a business, to get the best results from it he must stick to it. He must grow to it, so that he and his business shall be almost one. He must magnify it by his best endeavors; put thought and push into it; so will it make the most of him.

At the bottom of a sound character and a true life is integrity, and there is nothing that more promotes it than business. Every day and every business demands integrity. If we only work for another we are put upon our integrity to work honestly and well. The slave will cheat in his work, because he works under compulsion, and without the reward of labor. But the free worker works as a man works, under contract, to prove his skill and earn his reward—works to honor himself and benefit the community.

Another element of true life is humanity; and few things more promote it than business. Business men are in constant intercourse with each other—with the world as it is. They learn it well—its worst and its best. They learn how to sympathise with it, learn the wants of human nature and how to be patient with it and generous to it. Our best business men are our best philanthropists. Such men as George Peabody, Wm. E. Dodge, Peter Cooper, illustrate the statement. Few better records of charity and quick sympathy for humanity are ever left in this world by our noblest men than they left. They began life as poor boys. They made great fortunes by faithful devotion to business, and were always generous contributors to charity, education and every good cause. In the last twenty years of their lives they gave many thousands of dollars every year to good works, and were seemingly more interested in benefitting the needy classes than in their business. As they grew rich, they grew generous and kind. And this is the proper result of business well done.

One point more should be mentioned just here. No true man is only a business man. He is always something more. He makes his business help him to become intelligent. Through his business he learns human nature, learns of the world, of his country and his kind, and so his interests reach out in all these directions, and he becomes broad-minded, large-hearted, many-purposed. Beyond one's business, there are always the great interests of the community, education, reform, the country, the church, demanding the care and help of business men. These great interests are best promoted by the trained judgment and interested public spirit of the men of affairs. And they are not for a few, but for all. Every man, however great or small his business, has an interest in these things as the outgrowth of business.

Then let the young man understand, that business has all the great affairs of the world in its hands. They not only furnish the money, but largely the brains to direct them. They are underneath all the grand things that promote civilization. Business is not selfish and narrow unless men make it so. It is not low and mean unless men carry mean spirits into it. It abounds with the grandest opportunities for great and good things; and young men should be nobly quickened to go into it, not only to get a living, but to be high-minded men and make the most of themselves and do the most for mankind that their powers will admit.

One thing more seems urgent to be said touching what men shall do and how they shall do it. Though men are to "choose the business they like best," it is not wise to decide till by careful study of themselves they have determined what they are best adapted to. Their judicious friends may know them better than they know themselves. Their mental and bodily condition should do much in deciding what they shall do. Often an experienced phrenologist will throw great light upon this question. The science of mind is really the science of life, and if we know how to apply it in the choice and conduct of our business, our success is assured.

An expert in the study of men may so apply the teachings of this science as to make clear the kind of business to which one is best adapted and the enterprise and force he will put into it. All available light should be secured in deciding what business we should choose, and when it is chosen, all our energies and our best ambitions should be devoted to such a conduct of it as shall make our lives useful and develop in us the best character of which we are capable. Business is a grand school of character, and when we are in the business to which we are exactly filled, we do best in working out the best results both for ourselves and others.—Looking Forward for Young Men.

ST. JOHN HARBOR.

According to the report submitted to the St. John, N. B., Board of Trade, the number of British and foreign steam and sailing vessels arriving at the port between April, 1896, and March, 1897, was 1,372. Cattle, horses and sheep to the number of 13,714 were shipped to the same port. The imports of free goods amounted to $1,343,000, of dutiable goods to $2,138,000, making a total of $3,481,000 worth of imports between April 1, 1896, and March 31, 1897. The Government collected $758,440 in duty. During the same period St. John exported $5,542,250 worth of goods. There is also transhipped at St. John, for transport to foreign countries, chiefly to Great Britain, a large amount of grain, meats, etc. from the United States, which, between Jan. and May 31, 1897, totalled to $1,181,068 in value.

LARGE BUYERS.

Unless the large buyer is a large distributer, says American Grocer, he will reap little advantage from heavy purchases. Interest, insurance, storage, depreciation in looks and quality are inevitable items of expense frequently left out of the grocer's reckoning of cost. The wise policy for nine-tenths of the retail grocers is to buy frequently and, if possible, for net cash. This keeps the stock looking fresh and in perfect condition. The risks of carrying are reduced as well as the cost. Interest works every day, every night, on Sundays and holidays. It amounts to $300 on a $5,000 stock, or nearly $1 a day. If, by careful and frequent purchases, the general stock can be reduced $1,000, it means $60 profit, in addition to those small losses difficult to detect and which, in the aggregate, amount to quite a sum and are irreparable from carrying too much stock.

The grocer who can turn his stock rapidly is the one who is bound to make the best showing. We know of one buyer who turns his stock every two weeks. He is in the market every day. The advantages gained by buying in large lots are generally dissipated in the ordinary carrying charges, except where there is a very wide channel of distribution.

MONEY WELL SPENT.

A determined attempt has been made during the past few years to capture the American and Canadian tea trade by British producers in view of the continued increase of production in India and Ceylon, and the danger of falling markets here. Large sums of money have been spent in bringing before the public of North America the value of these teas, and to secure the patronage of their 70,000,000 of people for the British-grown article. These sums have not been spent in vain. During the quarter just ended, 4,389,920 pounds of Indian and Ceylon tea have gone to the United States and Canada, against 2,344,938 pounds last year, which is certainly encouraging as a relief to our market, and, as Messrs. Gow, Wilson & Stanton say, warrants the expenditure of time and money bestowed on the campaign for popularising British tea in North America.—Grocers' Journal, London.

AMONG RETAILERS.

MR. F. C. WHITELOCK, of 382 Yonge street, Toronto, is advertising his business for sale. He intends to close up at the end of this month if possible.

Just Like Him.

Mr. Robert Barron tells me that the success of his branch store on Wellesley street, Toronto, has exceeded his expectations. On buying out the stock of Munroe & Co., last February, he overhauled the store throughout, put in new refrigerators, etc., and fitted up an establishment that will compare with his Yonge street place of business. The business-like manner that won him success on Yonge street has also gained him a trade on Wellesley.

Catches Dirt, But—

Going down some of the principal streets of the city the other day, I was struck by the quantity of perishable fruits, such as strawberries, that were being displayed on the street, where they were sure to catch the dust thrown up by the street cars. On speaking of this to several merchants whom I noticed were content to display their fruits in the window, I received the almost universal reply that those who were trying to catch trade in this way caught only the dust. They also informed me that it was impossible to clean them and make them salable to good customers after they had been displayed on the street. Grocers and fruit dealers cannot afford to overlook this fact. To retain his customers, a merchant must sell satisfactory articles.

A Loyal Firm.

While in conversation with one of the members of the firm of Swan Bros., King street east, Toronto, wholesale and retail grocers, who are well-known Imperialists, and who are taking great interest in the preparation for the Queen's Jubilee, he turned to his desk, wrote a note, which he handed to me with the remark : "These are our sentiments." The note reads as follows : "We find the pro-British tariff very satisfactory, and giving great pleasure not only to ourselves, but to the general public, as we see the sentiment reflected in conversation with our customers. The trend of trade interest seems to be turning from the United States to the Mother Country. God save the Queen."

Jubilee Windows.

The idea struck me the other day, when I saw a picture of Her Majesty in a grocer's window, that the grocers have an excellent chance to dress a striking Jubilee window. Many manufacturers are getting out new brands of their various manufactures, and are giving them the name "Jubilee." Now, why couldn't a window be dressed with these articles only? There are Jubilee baking powders, Jubilee cocoas, etc., etc. The Queen's picture, nicely framed, could be placed in the centre of the window and the Jubilee articles arranged around it in a manner which the taste of the dresser and the style of window would determine. The Jubilee is the main topic for conversation in the stores now, and your window would not fail to be noticed. In fact, nothing is noticed so quickly as something that has a patriotic appearance. It will surprise the customers, too, to see so many different "Jubilee" articles. It will also show the merchant's up-to-dateness.

Profit On Sugar.

From one-fourth to one-third of the goods that each grocer handles consists of sugar and on this branch he makes little or nothing in comparison with what he makes on the rest of his goods. Why is it? Most grocers are not discontented with this fact. Many are willing to even lose money on sugar so long as they can give a pound or so more in a dollar's worth than their competitors. But even the steady grocer who does not cut prices doesn't make more than ten per cent. He regards sugar as a staple article, and the trade as a means of quickly turning over money. I enquired of some grocers why they did this and they said that they didn't need to make so much per cent. on sugar as they did on tea. It does not seem reasonable to me. The sugar trade makes up a fourth of each grocer's business, and why should he make only ten per cent. on it? I believe that it is a custom the grocers themselves have adopted and that it is a matter to be considered. Sugar is a necessity as much as is tea or coffee. If merchants want to advertise their business by cutting prices, they ought to certainly see that it would be far cheaper to do so by sacrificing in some other line, for there surely are lines as staple as sugar in the grocery business. Because a merchant trades extensively in any one article does not seem to me to be a reason why he should be willing to handle it for nothing. "We have the Grocers' Association," said one retailer, "why can it not regulate a fair, not a trust, price. I believe the assistance of the wholesalers could be obtained to keep the stragglers in line."

RAMBLER.

Scotch T.D., Shamrock and Maple pipes are in store with Lucas, Steele & Bristol.

Challond & Jenks' lemon sour, which Lucas, Steele and Bristol handle, is the same quality they had last year and for which so many repeat orders were received.

CANNED GOODS OUTLOOK.

Five prominent members of the Canadian Canners' Association met last Wednesday morning in the Walker House, Toronto, to discuss the prospects of the canning business for the ensuing year. No business in regard to the association was done; it was an independent meeting of several canners to discuss the effects of weather and tariff.

Combining their reports on the prospects for fruit, it is likely that the harvest in this branch will be ample.

However, the wet weather has done a great deal of damage to some vegetables, and particularly to corn. Rotting has commenced and if a light frost comes the crop will be ruined. As it is, the harvest will be small.

The stocks now in the canners' hands are small. Tomatoes are practically sold out, peaches are held by only one canner, and a few beans by only two. During the last six weeks the amount of corn in the canners' hands has been reduced by one-half, and it is possible, they assert, that the supply will be exhausted before the market can be supplied with the new crop.

Everything is two to three weeks late. Last year packing on strawberries commenced on June 1, while the canning this year will not commence for two weeks yet.

As a consequence of all this, the prices in canned goods are firm.

The tariff changes were also discussed, but as they do not seriously effect the industry, nothing will be done in the shape of a deputation.

TORONTO GROCERS' PICNIC.

The Retail Grocers' Association of Toronto are going to Port Hope and Cobourg on July 21st for their annual picnic. Arrangements have not been finally made, but it has been decided that a team bicycle race will be run from Port Hope to Cobourg, between the grocers and travelers. Other games, such as baseball matches, will also be on the programme. The Garden City has been chartered for the day, and it will be a cheap excursion of 140 miles for $1. Further particulars will be given after the meeting next Monday night has decided on the programme.

LOGS IN THE MIRAMICHI RIVER.

Never before at this season were so many logs together in the Miramichi River, there being upward of 90,000,000 feet in one boom. They are packed so solid in the river for about three miles that people walk across the river on them. In some places they are piled 20 feet above the river. It is said the logs, placed end to end, would reach 3,600 miles. Their value is estimated at $630,000.

"LUDELLA"

CEYLON TEA is having an increased sale. In fact, doubling up every few months. Can you guess the reason ?

H. P. ECKARDT & CO.

Wholesale Grocers TORONTO

For . . .

COTTAGE
CRUISE
CAMP or
PALACE

The finest that experience can produce or money can buy.

Write us for particulars. **A. F. MacLAREN & CO., TORONTO, CANADA.**

FOR THE
Whitest
Lightest
and
Sweetest
Cakes

USE

Ocean Wave Baking Powder

Manufactured by the

Hamilton Coffee and Spice Co. Limited

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Major A. G. Campbell, General Subscription Agent.

WHERE DOES CANADA BUY MOST OF HER MANUFACTURES?

IN a recent issue of the N.Y. Journal of Commerce it was stated that it was evident that Canada purchased most of her manufactured articles from the United States.

What constitutes a manufactured article is an arbitrary question. Certainly no two men will agree thereto all along the line. A finished article there is likely to be no dispute about. The difference of opinion chiefly arises over articles which must necessarily be put through a further process before they can possess utility, or which are the raw material of this or that industry.

Even among the statisticians in the Governmental Departments at Ottawa there is a difference of opinion in regard to this matter. We have reference particularly to the compiler of the Trade and Navigation Returns and the compiler of the Year Book. And as a result of this difference of opinion the one figures the exports of manufactured goods to be much lower than the other. Take, for instance, the exports of manufactures for 1895, as given by both these official books: The Year Book places them at $26,144,376, and the Trade and Navigation Returns at $8,859,602, a difference of $17,284,774. The compiler of the former book, in an explanatory note, states that included in his list of manufactures are such articles as sawn lumber of all kinds, box shooks, etc.

Webster defines the word "manufacture" as (1) "to make or fabricate from raw materials, by the hand, by art or machinery, and work into forms convenient for use; as to manufacture cloth, nails or glass; (2) to work, as raw materials, into suitable forms for use; as to manufacture wool, cotton, silk or iron."

After perusing these definitions, two questions naturally arise: (1) What is raw material? and (2) when is an article made into a suitable form for use?

Even in our Trade and Navigation Returns such articles as coke, cotton waste, cotton wool, etc., are enumerated as manufactured goods, and yet they are all recognized raw materials in the manufacture of the products of which they are the basis. Practically they are only advanced one stage from their original condition. Therefore, if they are entitled to be enumerated as manufactured articles, why not wheat, which has to be reaped, threshed and winnowed; and pig iron, in the making of which machinery has to be called into requisition?

The fact of the matter is that the present methods of classification are both absurd and inconsistent.

Their absurdity is evident when we imagine ourselves, in the presence of a manufacturer of cottons, talking about cotton wool as a manufactured article. He would laugh at us. The inconsistency of the method is evident from the fact that while pig iron, for instance, is termed a raw material, cotton wool and other articles in a similar stage are defined as manufactured goods.

The foundation of the present absurdities and inconsistencies seems to us to be the anxiety of the various nations to increase their importance as manufacturers.

Of course, wherever we draw the line between manufactured articles and raw materials there will be more or less difficulty experienced in allocating this and that line to its several positions. But it does seem that the line could be and should be drawn with better judgment than it now is.

Obviously all will never agree upon the definition of what constitutes a manufactured article. Why not, then, have two classifications, namely, one for finished products and another for products partly manufactured and designed to be put through a further process, such, for instance, as steel for saws, files, hammers, etc.?

To return to the claim of The N.Y. Journal of Commerce. The following table compiled from the Dominion Trade and Navigation Returns and the report of the Department of Trade and Commerce gives the imports into Canada of dutiable manufactured goods:

MANUFACTURES—DUTIABLE.

	Great Britain.	United States.
Ale, beer, etc.	$ 98,915	$ 43,648
Baking powder	86	81,502
Bells	869	19,821
Belts	9,718	15,920
Belts, surgical	3,144	10,049
Billiard tables	567	3,764
Blacking	7,773	22,847
Blueing	16,151	2,440
Bone and manufactures of	1,203	14,639
Books, periodicals, etc.	219,012	507,308
Boot and stay laces	31,501	6,097
Braces	22,906	44,702
Biscuits	7,018	33,428
Wheat flour	11	118,705
Bricks	23,647	64,505
Brooms and brushes	11,405	35,9.6
British gum, dressine, etc.	2,534	7,081
Buttons	47,247	48,516
Candles	15,080	30,142
Carpets	90,098	58,109
Carriages	138,163	1,224,352
Cases, jewel and watch cases	3,028	3,011
Cement	121,125	25,997
Clocks, etc.	6,345	85,788
Cocoa paste, cocoanuts, etc.	49,040	80,352
Coffee, chicory, etc.	6,671	45,295
Collars and cuffs	41,763	8,121
Combs	35,810	23,403
Cordage, twine, and manufactures of	25,626	235,197
Cotton, and manufactures of	3,357,028	1,067,012
Crape	21,523	447
Curtains	190,592	59,231
Drugs, dyes, etc.	242,785	497,537
Earthenware and chinaware	387,218	55,838
Electric apparatus	6,581	294 806
Embroideries	35,027	2,539
Emery and manufactures of	1,202	10,682
Fancy goods	909,436	228,828
Fertilizers	1,162	42,194
Flax, hemp, etc.	1,410,846	64,128
Furs, manufactures of	283,247	63,008
Glass and manufactures of	214,964	415,789
Glue, glue stock, etc.	8,808	50,909
Gloves, etc.	267,812	16,651
Grasses, fibres and manufactures of	2/5	22,737
Grease	24	21,561
Gunpowder and explosives	25,415	101,710
Gutta percha and manufactures of	117,735	211,316
Hair and manufactures of	15,416	14,456
Hats, caps, bonnets	803,276	402,890
Ink, writing and printing	19,641	55,881
Jewelery	38,628	231,265
Leather and manufactures of	113,567	1,037,431
Machine card clothing	10,775	5,874
Marble and manufactures of	4,742	68,266
Metals, minerals and manufactures of	2,676,923	6,790,547
Musical intruments	19,854	208,504
Oils, all kinds	362,006	1,040,336
Oil-cloth	153,437	32,161
Optical instruments, etc.	13,782	97,972
Paints and colors	224.118	175,264
Paper and manufactures of	254,142	672,448
Pickles, sauces, etc.	86,232	18,851
Provisions	25,428	652,998
Silk and manufactures of	1,896,602	121,258
Soap	82,277	136,163
Spices	81,206	61 701
Spirits and wines	405,941	26,012
Starch	19,962	35,271
Stone and manufactures of	48.730	94,277
Sugar, molasses, etc.	95,579	595,622
Tobacco and manufactures of	12,285	57,773
Umbrellas, parasols, etc.	154,377	4,404
Varnish, japans, etc.	35,780	41,884
Watches and parts of	6 738	246,353
Wood and manufactures of	89,774	764,869
Manufactures of wool	6.930,268	203,847
Total	$23,191,182	$19,999,869

By the above table it will be seen that the imports of manufactured goods from Great Britain were in excess of those from the United States by $3,191,310, or about 13 per cent. This is in spite of the fact that our imports of dutiable goods of all kinds from the United States exceed by nearly $5,000,000 those from Great Britain, the figures for the respective countries being $29,101,646 and $24,366,179.

To arrive at a correct estimate of the relative value of our imports, duty free, of

manufactured goods from the United States and Great Britain is practically impossible on account of the differences of opinion as to what constitutes a manufactured article. All we can attempt is to approximate. And with this end in view we present the following table of imports of manufactured goods, free, from Great Britain and the United States.

MANUFACTURED GOODS—FREE.

	Great Britain.	United States.
Books	$ 133,273	$ 176,502
Drugs, dyes, chemicals, medicines	653,005	925,669
Bricks, etc	70,504	96,815
Buttons	69	3,731
Nets, lines, etc., for fisheries	189,446	242,448
Furs	154,731	298,328
Hats, caps, bonnets	47,922	186,325
Minerals and manufactures of	2,437,636	6,842,626
Oils, all kinds	13,608	93,843
Paints and colors	55,180	39,211
Salt and manufactures of	280,330	10,986
Ribbons		200,742
Sugar		30,680
Varnish, japans, etc	164	460
Cotton waste	1,592	319,357
Cotton wool	31,719	2,845,371
Coke	1,991	201,835
	$4,078,170	$12,514,899

It will be noticed that in the above table we have included such raw materials as cotton waste, cotton wool, coke and minerals, as well as the manufactures of. A good many of our readers may say it is ridiculous, but we have done so because they have been so classified in the official trade returns of the Dominion. By embodying these the contention of The New York Journal of Commerce is obviously sustained by about 4¼ millions. But eliminate these and the great number of articles under the classifications drugs, dyes, etc., and minerals and manufactures of, which are really the raw material of those who import them, and we are by no means quite so certain regarding the claim of our contemporary.

Taking what are really finished products we beyond all question import a greater proportion from Great Britain than from the United States.

Our contemporary's statement was probably made without having any figures in view. In other words it was largely guessng. What it in all probability had reference to was such articles as are recognized by business men as manufactured articles. If it did it was therefore mistaken in stating that Canada's imports of manufactured goods come mostly from the United States.

Now, with the preferential tariff in operation, the tendency will be to take a still greater proportion of British manufactured goods.

CANNED SALMON MARKET.

AN unfortunate error made by one of the members of our staff in regard to the opening prices of canned salmon in Montreal escaped the eye of the editor and was allowed to appear in last week's issue. It stated that the opening price was higher than last season, and in giving the figures of a year ago placed them at nearly a dollar below what they really were.

The market, instead of opening higher than last year, is lower, and that considerably.

Very little business has so far been done, but the few transactions which have taken place have been at $3.65 to $3.75 per case f.o.b. on the Coast for the leading brands, or about 75c. to $1 per case lower than last year.

Some houses in Toronto who have placed orders for "Horseshoe" brand are this week quoting to arrive at $1.25 per dozen.

The cause of the present low prices is, as far as THE CANADIAN GROCER can ascertain, due to the indiscriminate cutting among the packers on the Coast.

Last year there was an understanding among them as to price, which, it appears, was violated before the season had ended. This naturally induced a want of confidence among the packers in each other, and the present cutting is the fruit thereof.

With the market in its present condition it is well that the trade should be careful with whom it places its orders. In the past, fish, represented to be from localities which it never saw, was put upon the market.

Some rivers are more famous for the quality of their salmon than others, and if merchants desire those from the districts which are supposed to possess the most virtue they should get them, and not those which are untruthfully named as such. A guarantee clause in the contract would assist in the premises.

In view of the present low price of sockeye salmon the outlook for cohoe and cheap salmon generally is not bright.

Unless bullish factors cause the market to take a different turn we shall probably see well-known standard brands retailed at two for a quarter. When we see wholesalers quoting "Horseshoe" at $1.25, or about 10½c. per tin, this is quite evident. It is also evident that if consumers can buy first-class salmon at two tins for twenty-five cents not many of them will take the lower priced but inferior article.

One thing also to be remembered is that while the outlook next season is for low-priced salmon, it is also for a large consumption of salmon.

AUCTION SALE OF FRUIT.

The Toronto Fruit and Produce Auction Co. are conducting auctions at 9.30 a.m. every day except Monday at the Yonge street fruit mart. On that day the sale is held at 2 p.m.

On June 8th the largest sale of the season was held, when 2,000 boxes of lemons and 1,000 boxes of oranges were disposed of.

The prices were fairly good, considering the weather, but as the quantity of this fruit in stock is exceedingly light, they were expected to be better. The lemons realized from $1 to $2 per box, and the oranges from $2.65 to $3 per box.

JAPAN AND CANADIAN CHEESE.

Japan is fast becoming modernized. Their Government is now sending out representatives hither and thither to foreign countries to pick up information and practical knowledge of innovations. By this means she will profit by the wisdom and experience of other nations. A bright young Jap has been sent out to Canada to learn the art of making cheese. He has come to the right place, and on his return to the "Flowery Kingdom" will instruct his fellow countrymen in the mysteries of making cheese as it is made in Canada.

As Japan is a past master in the art of imitating, the efforts of that country to learn cheese-making from Canada will be watched with interest.

REFINERS BUYING MOLASSES.

It is now believed that Barbadoes molasses has at last touched bottom and some large purchases made during the latter part of last week by one of the Montreal refineries lends strength to the assumption.

The deal comprised three cargoes to arrive, and sales ex wharf have been made at 22½c., which is a somewhat better figure than was possible a week ago.

JAPAN TEA SITUATION.

THE strength which the market for Japan tea assumed about a month ago, consequent upon the recommendation of the imposition of a 10c. per pound duty on tea by the Finance Committee of the United States Senate, is still maintained, although more or less doubt obtains as to the recommendation being adopted.

On account of the present condition of the market the situation in Canada as far as Japan tea is concerned is peculiar.

About four-fifths of the total exportation of Japan tea is taken by the United States. Canada takes the remaining fifth, and consequently can do little else but look on while her bigger competitor is playing its present role in the market.

With the anxiety to get Japan as well as all other teas into the market before July 1, the United States is even a greater factor than under ordinary conditions. Canada, therefore, cannot possibly get orders for Japan tea filled before the situation in the United States becomes normal, which will probably be about the end of the present month.

It should, however, be remembered in connection with the present situation that the teas of this particular growth which the United States takes are of high to finest grades, while Canada chiefly draws her supplies from medium to good common grades. And these latter grades are, of course, not yet on the market.

The finest, best-drawing and best-keeping Japan teas are the early teas picked from the middle of May until July, the lower grades coming later in the year.

With teas of Indian and Ceylon growth the opposite conditions obtain, what are known as the autumnal teas being the most highly-flavored, the most popular and the best-keeping.

The tea report of Fraser, Farley & Varnum's, under date of Yokohama, May 13, just received in Toronto, says :

"Our last issue was dated the 9th inst., and the next day telegrams were received stating that a duty of 10c. per lb. would probably be placed on tea entering the United States, to take effect from the 1st July next. This had the effect of immediately strengthening the market, and prices rapidly advanced, buyers taking every parcel as it came forward. Tea which last year at this time were bought at $20 and $21 have been readily taken at $35 and $36 per picul. It has been impossible to fill orders, except for the highest grades without limits. The quality of the leaf is rapidly deteriorating and prices, in our opinion, are dangerously high. Settlements to date amount to 23,176 piculs ; against same time last year, 25,802 piculs ; stock, 6,000 piculs."

THE U. S. DUTY ON DRIED FRUIT.

CONSIDERABLE curiosity is felt regarding the possible effect of the advance in the United States tariff on dried fruit, on values for new crop California goods.

The advance, it is understood, averages about 1c. per pound, and as it was imposed at the solicitations of the California dealers and handlers of fruit, it is naturally expected that they will take advantage of it. It is open to question, however, whether it will cause any serious rise in the average of Canadian prices.

The United States duty does not apply to Canada, and the price in New York for California dried fruit has generally been on a parity with what was asked for the same goods in Toronto and Montreal.

The new duty very likely will cause a higher average price on the former markets, but with regard to the latter the case is different.

An average advance of 1c. or even less would very likely drive a lot of the demand, that in recent years in Canada has been converging on California dried fruit, back to its Mediterranean rivals.

POTATOES IN MONTREAL.

An active demand for potatoes, that sprung up at the close of last week, has developed the fact that the market in Montreal is scantily supplied with the staple root. Prices commenced to stiffen in consequence, and when it was ascertained that practically all the carload lots offering had been gathered in they were marked up still further, now standing 35 to 45c. per bag higher than they did ten days ago at 75 to 90c. for jobbing lots, and no large lots are offering. Receipts also have decreased to almost nothing, as the farmers are busy with their seeding.

CHAT WITH A MALAGA FRUIT MAN.

MR. RICHARD HEINSDORF, of Malaga, Spain, representing M. Campuzano, fruit exporter, etc., of that place, is making a business tour on this side of the Atlantic. He was in Toronto on Saturday last, and was accompanied by Mr. Rose, of Rose & Laflamme, Montreal. This is Mr. Heinsdorf's second visit to Canada and his first to Western Canada. He expressed himself as much pleased with Toronto. "It has such a substantial and clean appearance," he said.

When I questioned him in regard to Malaga raisins, he said : "The prospects are good. Our crops are increasing every year. This year the crop is about two weeks earlier than last year."

"What do you think of your chances for holding the American market in competition with California fruit ?"

"With the finer grades of Malaga fruit we think we shall be able to continue to hold the market. There is no question about it, our fruit has the advantage in quality. The great objection to the California fruit is its thick skin. In the cheaper grades the California fruits have the advantage. People now want cheap goods, and California is better able to satisfy that demand than we are."

Mr. Heinsdorf stated that one pleasing feature in regard to Malaga fruit was the improvement in both packing and in weights. "Five or six years ago," he explained, "some of the packers were not any too particular about weights. They would, for instance, call a box of raisins 22 pounds when in reality it was only 18 pounds. These dishonest practices naturally tended to injure trade in Malaga raisins. Well, all this is being overcome now. Then the plants which were put in to replace those destroyed some years ago by the phylloxera are now beginning to bear, so that our output is gradually increasing."

"What about Valencia almonds ?"

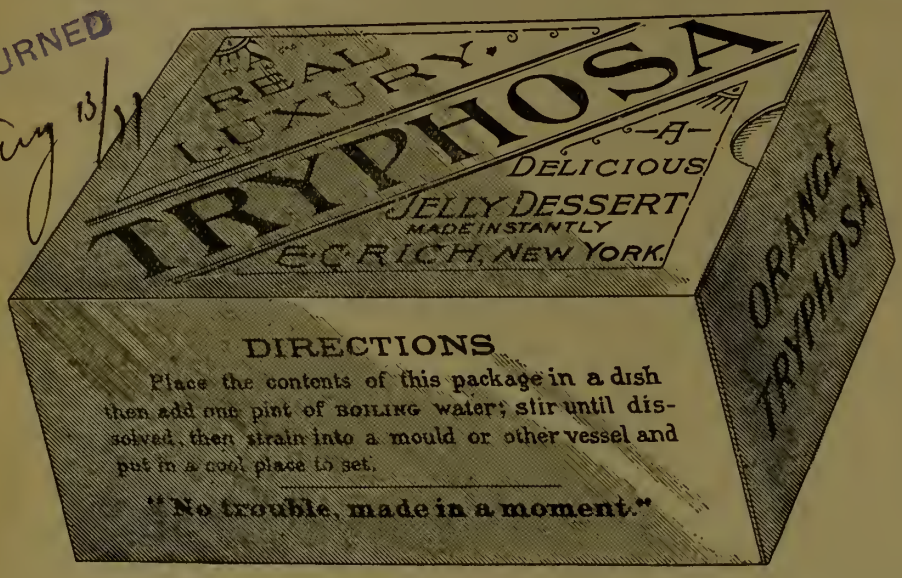
"The crop will be a little smaller than last year, but last year the crop was an exceptionally large one. The season, however, is an early one, and we expect to ship about two weeks earlier than in 1896."

"About prices ?"

"The price of raisins will be about the same as last year, but almonds will be dearer on account of the smaller crop."

The crop of figs, Mr. Heinsdorf said, would be a fair one, and in price about the same as last year.

..TRYPHOSA..



RETURNED Aug 13/11

has achieved the greatest success of any jelly ever placed on the Canadian market.

The great advantage of Tryphosa over all other forms of gelatine is that it is already flavored and sweetened so that with the addition of boiling water it is immediately ready for use.

For sale at the following wholesale houses :

Eby, Blain Co.
H. P. Eckardt & Co. } **Toronto**
John Sloan & Co.

Geo. Foster & Sons, Brantford
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and always in stock with the Sole Canadian Agents

Robert Greig & Co., Montreal

In Pickles, Jams
Marmalades
Fresh Herrings

Kippered Herrings
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Fish Pastes, etc.

Those made and packed by

MACONOCHIE BROS., LONDON,

cannot be surpassed.

ROBERT GREIG & CO., **Import Agents for Ontario and Quebec.**

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, June 10, 1897.

GROCERIES.

BUSINESS on the local market is not characterized by any specially new features. The rain is to some extent interfering with the movement of merchandise, and there is an absence of that snap about trade which merchants desire. Canned goods are in fairly good demand at firm prices. A little more interest is being taken in salmon, but for future delivery only a few transactions have taken place. Prices are about $1 lower than the opening prices of last year. Coffees are without special feature. The outside sugar markets are, on the whole, higher than they were a week ago. In Canada prices are much about as before. In order to relieve the scarcity of "B" rice, some import lots of a similar grade have been brought in. Teas are quiet. Currants continue firm.

CANNED GOODS.

For immediate consumption there is a fairly good demand for canned salmon. In new pack, for future delivery, there is a little business being done, but it does not amount to much. The canners are quoting about one dollar lower than the opening figures of last year. Local wholesale houses are quoting "Horseshoe" to arrive at $1.25 per dozen, and a few orders have been taken at that figure. Peas and tomatoes are in fairly good demand at unchanged prices. Supplies of the former are getting scarce. A good many canned apples are going out and an improved demand is now being experienced for beans. We quote as follows: Tomatoes, 75 to 80c.; corn, 50 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c;. peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

The activity of a few weeks ago has given place to inactivity. In Brazil coffees the market at the moment has a better undertone in consequence of lighter deliveries. Jobbers quote green in bags as follows: Rio, 13½ to 15½c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Business in syrups continues quiet. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The market is easy in New Orleans molasses, but advices from the primary market report a freer movement. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Surplus stocks held by speculators who have been unloading during the past few weeks are getting pretty well exhausted. There are, however, still some stocks held by speculators, but those now holding have apparently more confidence in the market and are not disposed to unload at the low prices which others have been accepting. One or two local houses have been bringing on German granulated. They are quoting 4⅛ to 4¼c. per lb. In the city there is some demand for it on account of the price, but in the country it is receiving little or no attention. A little raw sugar is being offered on the local market, both soft grades and crystalized Demerara, and a few transactions are reported. Since our last there have been two advances of 1-16c. each in raw sugars. In that same city early on Monday Nos. 4, 5, 9, 10 and 14 grades of refined sugar advanced 1-16c. Later in the day, however, standard granulated declined ⅛c., while No. 7 grade was ad-

BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment
Best Goods . . .

WALTER WOODS & CO.
HAMILTON

DRINK : : :
:: Chocolate for Breakfast
It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all VANILLA . . CHOCOLATES

CHOCOLAT MENIER
And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.
Ask your grocer for Chocolat Menier
The world-renowned French Vanilla Chocolate.

ONE TENTH
of all the BLACK TEA sold in the Dominion of Canada IS
"SALADA"
CEYLON TEA
Our sales at the rate of the past four months prove this, and are open to inspection, and are fully double that of the same period last year.

P. C. LARKIN & CO.
25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
15 Niagara Street - - - BUFFALO
347 and 349 Fifth Ave. - - PITTSBURG

SURPRISE SOAP

MAKES

CHILD'S PLAY ON WASH DAY

Easy, Quick Work . . .
Snowy White Clothes

You can safely recommend **SURPRISE SOAP** as the best soap for washing clothes.

The experience of thousands for years is the proof.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

vanced 1-16c. The latter part of last week beet declined in London 1½d. foi this month's delivery and ¾d. for next month's delivery. Local wholesalers' quotations are: Granulated — St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; German granulated, 4⅛ to 4¼c. per lb.; Demerara crystals, 3⅞c.

SPICES.

Spices continue firm, particularly pepper, the price of which is still tending upward. This latter remark would also apply to cream of tartar. We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Business is quiet and featureless. We quote as follows: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 o 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

Owing to the scarcity of "B" rice, the manufacture of the Canadian mills, some of the local houses are importing rice of an equal grade in addition to other kinds. The demand for rice is fairly good. Tapioca is firm, having advanced about 6d. during the last three weeks. We quote as follows: Standard "B," broken lots, 3⅞c.; 1 to to 5 sacks, 3¾c., and 5 sacks and over, 3⅝c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

A few more lots of teas went out from the local market to Chicago last week. These were mostly Congous and Assams, and were not large lots. Locally the demand is light. Indian and Ceylon teas are meeting with a fair demand at steady prices in London, according to the latest advices. In regard to Japan teas, some uncertainty exists pending the outcome of the proposition of the United States to put a duty of 10c. per lb. on teas of all kinds. The local tea market is quiet and featureless. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Currants are still firm, and there are few local houses that are not open to buy. Advices from Greece state that the new crop is likely to be abundant. We quote: Provincials, 4⅞ to 5c. in bbls.; ditto, half-bbls., 5c.; fine Filiatras, in bbls., 5 to 5⅛c.; do., half-bbls., 5 to 5⅛c.; Patras, 5¾ to 6c. in bbls., 5¾ to 6c. in half-bbls., and 5¾ to 6c. in cases; Vostizzas, cases, 7 to 8c.

A few Valencia raisins are offering on spot, but few, if any, transactions are taking place. Prices, if anything, are firmer owing to stocks getting into smaller compass. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are a drug upon the market and wholesalers are willing to make concessions in order to secure buyers. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Stocks of Sultana raisins on spot are small, and there is nothing in Smyrna but

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,
Successor to GRAHAM, McLEAN & CO.
77 Colborne St. TORONTO.

New Season's Pack

"GOLDEN"

FINNAN HADDIES

now for sale by all wholesalers; only best quality haddies used. Full weight in each can. Order at once.

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VINEGARS

Made under Government Supervision. Absolutely pure.

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TO CANADIAN MANUFACTURERS AND IMPORTERS

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"For sale of your goods to jobbers will be pleased to have you write me."

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Successor to
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Wholesale Commission Merchants and Brokers.
14 years' experience. Established 1882

ORANGES AND LEMONS

Now is the time to buy your summer stock. Write us for prices. We can please you.

CLEMES BROS., - Toronto
51 Front Street East.

rain-damaged fruit, which are bringing high prices for shipment to England.

Figs are dull and unchanged. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

Dates are without feature. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

California dried and evaporated fruits are quiet and unchanged. Stocks of these fruits in the primary market are smaller than for several seasons past, but advices state that any effort to advance prices is immediately followed by a check in the demand. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

California prunes are getting scarce in the United States. The supply in New York is estimated at only 20 or 30 carloads, while on the Coast the stock is said to be only about 15 carloads. Locally there is no feature of interest to note. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

GREEN FRUITS.

The market has been active this week in all lines. A stimulus has been given to this branch of trade by the arrival of new goods on the market. This week shipments of beans, peas and watermelons have arrived in the city for the first time this season. Mississippi tomatoes are now to be had. Onions have risen from 2¾c. a lb. to 4c., with price firm. The demand for oranges and lemons continues good. This week and next are the two weeks of the season for pineapples. There is an immense quantity in stock. We quote: Oranges—Valencias, ordinary, 420's, $6 to $6.50 per case; large 420's, $7 to $8; Messinas, $3.25 to $4 for 200's, $3.50 to $4 for 300's, $1.75 for 80's, $2 to $2.25 for 100's, $2.20 to $2.25 for 120's, $2.50 to $2.75 for 150's, $2.75 to $3 for 180's; blood oranges, $2.50 to $3.50 per half box. Lemons, $2 to $3.50. Cocoanuts, $4.50 a sack and 60c. per doz. Onions, 4c. per lb. for Egyptians. Bananas, $1.50 to $2.50. Pineapples, 6 to 10c. each. Strawberries, 11 to 12½c. per quart. New cabbage, $2.50 per crate.

ARTICLES FOR SALE.

FOR SALE, UNDER PRICE, A NO. 79 CHEQUE Printing National Cash Register; in use but a very short time; will be sold on account of the former owner going out of business at $75 less than the amount paid for it; guaranteed in perfect condition. Blanchard & Co., Windsor, N.S. (t.f.)

IF YOU WANT TO
ADVERTISE anything, ANYWHERE
in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.
ADVERTISING DEPARTMENT
MONTREAL - - TORONTO

The Following Brands Manufactured by

The American Tobacco Co.
OF CANADA, Limited.
Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY.

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

MORROW & EWING
General Commission Merchants
13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

The demand for large roll is falling off now. Tubs are wanted, selling at 11 to 12c.

EGGS STEADY AT 9 TO 9½c.

Rutherford, Marshall & Co.
62 Front St. East, TORONTO

G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**
42 SCOTT St. TORONTO.

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons *Biscuit Manufacturers* **Owen Sound.**

Mississippi tomatoes, $1.75 per case of 4 baskets. Apples—Fancy Spies, $3 to $4 per bbl., and other kinds $1 to $2 per bbl. Green beans, $1.50 per basket. Green peas, $1.25 per basket. Watermelons, 40 to 45c.

BUTTER AND CHEESE.

BUTTER — Receipts of butter continue liberal, and those of roll butter are particularly heavy for this season, owing, doubtless, to the cool weather. The quantity of tubs going into storage is proportionally small. Advices from New York say that receipts of butter during the past week have been the largest on record for that season, the result being a decline, creamery having been sold as low as 14c., and anything not up to fancy at 12½ to 13c. Dairy is quoted at 9 to 9½c.; lower grades at 7 to 7½c. On the local market dairy tub is quoted at 10 to 12c. for best, and others at 7 to 8c.; large rolls, 9 to 11c.; pound prints, 11 to 12c. Creamery is dull, owing to low price of dairy. Tubs, 15 to 16c.; prints, 16 to 17c.

CHEESE—Market easy. Factory price, 8¼c.; jobbing price, 8¾ to 9c. Old cheese steady at 11½c.

PROVISIONS.

Trade continues active. Stocks are running light. Some of the large dealers are already sold out. There have been a number of carloads changed hands this week at outside prices. Although there is no quotable change in market, there is a tendency to higher prices on all lines of smoked meats.

DRY SALTED MEATS—Long clear bacon, 7¼c. for carload lots, and 7½ to 7¾c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 8c.; hams, large, 10½ to 11c.; medium and small, 11½ to 12c.; shoulder hams, 7½c.; backs, 10½ to 11c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½ to 6¾c.; tubs, 6½ to 7c.; pails, 6¾ to 7¼c.

BARREL PORK—Canadian heavy mess, $13 to $13.50; Canadian short-cut, $14 to $14.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Prices have dropped considerably during the week. Trade is dull. We quote: Red wheat, 67c.; white, 68c.; goose, 62c.; oats are unchanged at 20c.; peas, 38c.

FLOUR—Business is dull. There is no speculative interest. Stocks only are now being sold off. We quote in carloads on track, Toronto: Manitoba patents, $4.50; Manitoba strong bakers', $4; Ontario patents, $4 to $4.45; straight roller, $3.85 to $3.90, Toronto freights.

BREAKFAST FOODS—Trade is quiet. We quote: Standard oatmeal and rolled oats, $3 in bags and $3.10 in bbls.; rolled wheat, $2.60 to $2.70 in 100-lb. bbls.; cornmeal, $2.15 to $2.25; split peas, $3 to $3.25; pot barley, $3 to $3.25.

SALT.

Trade continues good. Prices are unchanged. Quoted at Toronto, carload lots go at $1 per bbl. and 60c. per sack; less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

FISH.

At last the fish market has taken a change for the better. The quantity coming forward has decreased, and only the demand is now satisfied. Whitefish and trout have recovered their former price. We quote as follows: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 6c.; trout, 5½c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, $3 to $4 per bbl. and $2.25 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; fresh water herring (heads off), $2.50 per keg.

COUNTRY PRODUCE.

BEANS—Quiet and unchanged. We quote mixed at 40 to 50c. and hand-picked at 60 to 65c.

DRIED APPLES—A few odd barrels are still coming forward, but the demand is nil. Stocks now in hand will in all probability have to be carried over till next year. The idea for choicest stock is about 2¼c. f.o.b. at outside points.

EVAPORATED APPLES— The demand is pretty well over, but stocks are about cleaned up outside of those in cold storage. Holders are asking 3 to 3½c. f.o.b. at outside points.

EGGS—The market is in good shape. Local receipts have been quite equal to requirements, although not so heavy as they have been. The consumption of eggs has fallen off considerably during the past few weeks. Quotations remain the same. The price is 9 to 9½c.; No. 2, 6½ to 7c.

POTATOES—Are becoming scarcer, and prices are rising proportionately. We quote: On track, 25 to 30c., and out of store, 35c.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

MAPLE PRODUCTS — Dull. The ruling prices for good syrup are: 5-gallon tins, 55 to 60c. per gallon; 1-gallon tins, 60 to 65c. per gallon; sugar, 6½ to 7½c. per lb.

HIDES, SKINS AND WOOL.

HIDES—Firm, with no changes during the week. Dealers pay 7½c. for No. 1, 6½c. for No. 2 and 5½c. for No. 3.

CALFSKINS—The market has improved. Prices have risen 1c. a lb. No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Deatons, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS—We quote: $1.25 to $1.35; $1.50 for best; shearlings, 15 to 20c. each; lambs, 25 to 30c.

WOOL—Owing to the delay in the passing of the American tariff, the prices have become feverish. Price of wool now is 18c. Little or nothing is doing. Dealers are holding wool in anticipation of higher prices, but it is almost certain to come down.

PETROLEUM.

The oil trade continues good. Machine oil is moving lively. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Sal soda is firm at the recent advance.

Potatoes are 4 to 5c. per bag dearer on account of a scarcity.

Our quotations on tobacco are largely

WE ARE *PAYING CASH* **FOR** DRIED APPLES

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

Cash for Butter

Choice crocks and tubs wanted. Highest market prices paid for good stock nicely packed.

Dried Apples

Write me for price and mail sample before you sell. Am always open to buy these goods.

Jams, Jellies and Fruit Vinegar

of choice quality for sale at right prices. Also a special line of **LEMONS** —good, sound stock— at a bargain.

R. J. GRAHAM - Belleville, Ont.

Dalley's Pure Spices

he following list are put up in the Spice line:

We put us pure ground spices of all kinds in handsome cartoons, containing 1 oz., 2 oz., 4 oz., 8 oz. and 16 oz. These goods are sold, not by the dozen, but by the pound.

Allspice, Cassia, A. Ginger, C. Ginger, J. Ginger, Black Pepper, White Pepper, Cayenne Pepper, Pastry Spice, Nutmegs, Mace, and Whole Pickling Spice.

Send and get quotations.

Try a sample order and you will be pleased with the style of goods, as they are the handsomest shelf goods that have ever been produced in Canada. Every package bears our name,

THE F. F. DALLEY CO., Limited, Hamilton, Canada

CRESCENT BRAND

BM&Co. TRADE MARK.

BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from the Wholesale Trade only.

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

Our New Line . . .

"GOOD LUCK" BROOMS

Freight paid on lots of 6 dozen.

The H. A. NELSON & SONS CO., Limited, Toronto - Montreal.

"What are the Wild Waves Saying?"

Ask for Teas fired, prepared and shipped by

Ask for Teas fired, prepared and shipped by

Insist upon getting Teas fired, prepared and shipped by

Insist upon getting Teas fired, prepared and shipped by

SALMON--The Bashful Sockeye and the Festive Cohoe.

Only a limited supply of Cohoes for this season. You should vote quickly and often because supplies are short. Ask your wholesale grocer for Empress Queen Brand Sockeye; Golden Eagle, Golden Oriole, Golden Axe and Golden Star Cohoes.

CANNED GOODS--

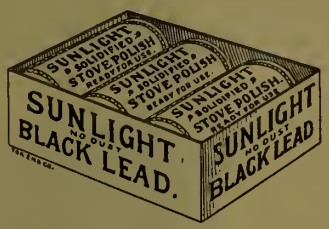
Pin your faith to the "RED CROSS BRAND" Tomatoes and Corn, Gallon Apples, Etc.

Lightbound, Ralston & Co.

COMMISSION MERCHANTS

MONTREAL. TORONTO. LONDON.

SEND FOR SAMPLES



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For sale by all the leading Grocers.

LAPORTE, MARTIN & CIE.

Agents for

IMPORTERS AND WHOLESALE GROCERS

P. Richard's Brandy **Mitchell's Scotch and Irish Whiskeys**

Vve Amiot Champagnes

72 to 78 St. Peter Street, MONTREAL

New Barbadoes Molasses

OUR SECOND CARGO

1,100 PUNCHEONS EX BARKENTINE "FALMOUTH"

Is now ready for delivery.

We call the attention of the trade, especially, to the quality of this shipment.

Nothing finer could be offered. **Samples and prices on demand.**

L. CHAPUT, FILS & CIE. - MONTREAL

The Hamilton Cash Register

is the National Cash Register with all the Latest Improvements Up to Date.

We guarantee to save you from $10 to $100 in the price of a National Cash Register. We are now making over ninety different kinds of National Cash Registers, and can supply you with the following :

No. 301 1-2 at $40.00. No. 302-C at $50.00. No. 303 at $60.00.

We have a number of second-hand total-adding National Cash Registers on hand which we will sell for less than half the price paid to the National Cash Register Co.

WRITE FOR CATALOGUE.

HAMILTON BRASS MFG. CO., Limited. - HAMILTON, ONT.

"KOLONA'S" Platform

[Ceylon Tea]

In lead packages only
1-lb. and ½-lb.

ABSOLUTE PURITY

UNIFORM QUALITY

... DELICIOUS FLAVOR ...

SHOWS THE RETAILER A GOOD PROFIT

Retails at 30, 40, 50, 60 and 80c. per lb.

DO YOU HANDLE IT ? **Every Package is Guaranteed.**

The EBY, BLAIN CO., Limited.

Wholesale Agents . . . **TORONTO**

Returned June 16/97. T.O.

THAT Famous Brand from which 8000 Gallons per Day were brewed and served exclusively to the MILLIONS AT THE WORLD'S FAIR. CHICAGO 1893.

nominal on account of the unsettled state of prices.

Tapioca has advanced about 6d. within the last three weeks.

"Horseshoe" salmon is being quoted at $1.25 per dozen, to arrive.

Some of the local wholesalers are offering German granulated sugar in 100-lb. bags.

Imported rice, to take the place of "B" grade, is being brought in by local wholesalers.

QUEBEC MARKETS.

MONTREAL, June 10, 1897.

GROCERIES.

THE week has not developed any striking feature, and business generally continues quiet. There is a rather heavy feeling in sugar, for although prices are nominally quoted the same, it is well known that outside lots bought on speculation are weighing on the market, and that they have been offered at cut prices. Teas have been quiet since the recent activity on American account, and the same can be said of other staples, like coffee, spices, syrup, etc. There have been some large transactions in Barbadoes molasses, both to arrive and prompt shipment ex wharf, at pretty close figures, but the jobbing price is unchanged. Canned goods and dried fruit are dull.

SUGAR.

The local sugar market has been almost at a standstill during the past week, and although no actual change is to note in refiners' prices, values certainly have a heavy tendency owing to the pressure of outside lots. With the preserving season approaching, however, a better demand is looked for, and a clearance of the stocks held in second and third hands. The outside markets have had little bearing on the feeling here owing to the above condition of affairs. We quote granulated, 4¼ to 4⅜c., and yellows, 3½ to 4c.

SYRUPS.

Demand for syrups continues slow, and the market is quiet at 1⅜ to 1⅞c., as to quality, at the factory.

MOLASSES.

There have been some large transactions in Barbadoes molasses from first hands lately, as the low price has tempted purchasing by the local sugar refiners here, who have purchased three or four cargoes to arrive. Sales ex wharf have also been made in cargo lots at 22½c., and some holders are asking 23c., while in a jobbing way the old range of 24 to 26c. still holds good. Porto Rico in small lots have sold up to 29c. for fancy, 25c. for choice, and 22c. for prime.

RICE.

There has been a good demand for rice from jobbers, and enquiry from retailers is brisk also. Prices are firmly maintained. We quote: B grade, or any other quality equal or inferior as follows: Bags, 250 lbs., 1 to 4 bags or equal, $3.60; 5 to 9 bags, $3.55; 10 bags or over, $3.50. Half-bags, 100 lbs., 1 to 4 bags, $3.60; 5 to 9 bags, $3.55; 10 bags and over, $3.50. Quarter-bags, 50 lbs, 1 to 4 bags, $3.65; 5 to 9 bags, $3.60; 10 bags or over, $3.55. Pockets, 12½ to 25 lbs.; 1 to 4 bags, $3.75; 5 to 9 bags, $3.70; 10 bags and over, $3.60.

SPICES.

There has been a fair jobbing business in spices and values rule steady. We quote: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEES.

There has been little change in the coffee market, only a few small jobbing lots moving. We quote: Maracaibo, 15 to 25c.; Santos, 12½ to 18c.; Rio, 12 to 16c.; Mocha, 24 to 26c., and Java, 24 to 27c.

TEAS.

The tea market has ruled quiet since the recent excitement due to American buying, a few sales of Japans at 16c. being the only large transactions. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

There is little to report in canned goods. Business generally continues dull. We quote: Tomatoes, 75 to 80c.; corn, 50 to 80c.; peas, 80c.; peaches, $1.75 to $1.90 for 2's; rasp-

"Minute Tapioca"

Is not rivaled by any other brand of Tapioca. This is the universal testimony of consumers, dealers and jobbers, and accounts for the increased sales each year.

"Minute Gelatine"

Requires no soaking, being always ready for use. Makes two quarts of clear, firm jelly. Ask your wholesaler for these goods. If he does not keep them let us send you a sample order. Manufactured and guaranteed by

WHITMAN GROCERY CO. Manufacturers Grocery Specialties **Orange, Mass.**

Samples Free.

MARSHALL'S

Saratoga Potato

CHIPS.

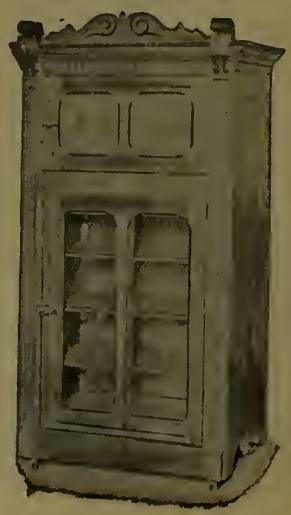
Grocers sell them.

Manufactured by . .

JOHN E. MARSHALL

118 Commercial St., **Boston.**

D. H. RENNOLDSON, Agent in Montreal.



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built on true scientific principles. Finest materials used throughout. We make all styles and sizes, and can supply any order on short notice. Drop us a card if you are thinking of buying.

Eureka Refrigerator Co.

W. HOOEY, Manager. Noble St., **TORONTO.**

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

STANDARD GOODS
STANDARD PRICE

A competitor with a larger capital can undersell you every time if you handle "Cheap John" goods, whose price is cut or raised to suit keen or careless buyers. None of that with Cottams Seed. It retails at ten cents, and if in spite of our vigilance a cut is made you have the solid assurance that the dealer has just that much less profit. With our formulae and methods protected by six patents no other packet seed can be "As good as Cottams."

Sold by all wholesalers.

DAWSON & CO.
FRUIT, PRODUCE AND COMMISSION MERCHANTS,
32 WEST MARKET STREET
TORONTO.

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL . . **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

PURE
LARD
. . OF THE . .
Best Quality.
Special Prices This Week Get Our Figures.
IN 5 TUB AND 15 PAIL LOTS.
F. W. FEARMAN - HAMILTON

berries, $1.40 to $1.90; strawberries, $1.75 to $2, according to brand and quality; cherries, $2.30; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.30; lobsters, $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

DRIED FRUIT.

The Valencia raisin market remains quiet and unchanged. We quote: Ordinary offstalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California stock continues as last noted. We quote standard brands California 2-crown, 6¼ to 6¾c., and 3-crown, 7 to 7½c. The outlook for the coming crop is encouraging.

The currant market abroad is firm, and statistical advices from Greece favor this feeling. Business rules quiet here at 3¾ to 4c. in bbls., 4 to 4¼c. in half bbls., and 4½ to 4¾c. in cases.

Dates are quiet at 5 to 6c. and figs at 8 to 12c.

Prunes continue as last reported: Bosnia, 5½ to 6c.; French, 4 to 5c., and California, 6½ to 7c.

Evaporated fruits are unchanged. We quote: Peaches, 11 to 12c.; pears, 9½ to 12c.; apricots, 10 to 14c., and prunes 8 to 12c., according to brand and quality.

NUTS.

There is nothing of interest in the local situation, but advices on filberts and almonds from primary markets are very firm in their character. We quote as follows: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, $3.50 to $3.75 per 100.

APPLES.

The apple market is firm for the small remaining supplies, at $3 to $5 per bbl.

DRIED APPLES.

There is no change in these, and we quote dried apples, 3c., and evaporated, 3¾ to 4c.

GREEN FRUIT.

The cold weather of the past ten days or so has not been the best thing for the green fruit market, as demand has been of a halting character; even now it is unseasonable and prices on all kinds of fruit have a heavy

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

BROCK'S BIRD SEED

is the standard by which all good bird seeds are judged To say it is equal to "**Brock's**" is the highest praise that can be bestowed. 1-lb. and ½-lb. pkts. All wholesalers. See you get it.
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

BUTTER
Choice Dairy Butter Rolls and Tubs in good demand at ten to twelve cents.
THE WM. RYAN CO. LIMITED
70 and 72 Front St. East. - TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

PURE LARD
MAPLE LEAF BRAND
If you have tried it you know the quality. If not, send for sample. It is the finest in the market. According to prices of other Hog Products, price of Lard is **below cost of production.** Can you wish for a better chance to stock up? Write us.
D. GUNN, BROS. & CO.
Pork Packers and Commission Merchants,
TORONTO, ONT.

FANCY ORANGES
All Varieties
Extra Fancy Lemons, Finest Bananas Grown, Pineapples, Strawberries, Tomatoes, Etc., Arriving daily.
HUGH WALKER & SON
GUELPH, ONT.

tendency. Strawberries sold at 9 to 14c. for two carloads Monday, and one carload a day will be offered for the balance of the week. We quote prices as follows : Valencia oranges, $4.25 to $4.50 per box and $5.50 per case; blood, do., $2.25 to $2.75 per half-box; Messina, do., $2.75 to $3 per box; choice to fancy lemons, $2 to $2.75 per box, and common to good, $1.25 to $1.75; bananas, $1 to $1.75 per bunch; California cherries, $1.50 to $1.75 per box; pineapples, 4½ to 10c., and strawberries, 9 to 14c.

COUNTRY PRODUCE.

EGGS—There was no change in the situation of the egg market. The tone is steady, and prices are maintained with a fair business doing at 9 to 9¼c per doz.

MAPLESTOCK—The demand for maple product is slow, and prices show no change. We quote : Maple syrup, 4½ to 4¾c. per lb. and 45 to 55c. per tin. Sugar, 6 to 6½c.

BEANS—Business in beans is exceedingly quiet, which is usually the case at this season. Car lots are quoted at 55 to 60c. and jobbing lots at 65 to 70c.

HOPS—Quiet at 11c. for best 1896 goods, while yearlings are extremely dull at 4c.

HONEY—Without life at 8 to 10c. for comb, and 6 to 7½c. for extracted.

ASHES—Unchanged. First pots, $3 to $3.05; seconds, $2.80 to $2.85, and pearls, $4.40.

TALLOW—Dull at 3 to 4c. for rendered, and 1½ to 2c. for rough.

POTATOES—The market is absolutely bare of potatoes here and prices have advanced within the week 35 to 45c. per bag to 75 and 90c. in a jobbing way, and no car lots are obtainable.

PROVISIONS.

There has been a firmer feeling in provisions during the past week, and prices on pork, lard and smoked meats have all advanced as follows : Canadian pork, $12.50 to $13.50 per bbl.; pure Canadian lard, in pails, 6¼ to 6¾c., and compound refined at 4¾ to 5¼c. per lb.; hams, 10 to 12½c., and bacon, 10½ to 11½c. per lb.

FLOUR AND MEAL.

The flour market has been fairly active during the week, but cutting in Manitoba grades has demoralized prices on spring wheat flours and values are lower all round. Ontario grades exhibit little change. We quote : Winter wheat patents at $4.25 to $4.40 ; straight rollers, $3.75 to $3.90, and in bags, $1.85 to $1.90. Manitoba strong bakers', choice, $4 ; outside brands, $3.65 to $3.75, and spring wheat patents, $4.25 to $4.40.

Owing to the continued good demand for Manitoba feed and the fact that millers in some cases are considerably oversold, the tone of the market is firm at $10 for bran and $11 for shorts per ton, including bags.

There has been a fair trade doing in oatmeal, and values exhibit no change. We quote $2.90 per bbl. and $1.40 per bag.

BALED HAY.

The sharp advance in prices noted last week has led to largely increased receipts of hay, and prices have reacted in consequence. On Saturday they fell off, and on Monday another decline brought prices down $1 from the highest to $12 to $12.50 for No. 1 and $10.50 to $11 for No. 2.

CHEESE AND BUTTER.

The cheese market continues quiet and prices have settled down on the average about ¼c. per pound from a week ago. If a buyer wanted Ontario goods he could, no doubt, fill his orders at 8⅜c., despite the fact that such a price is not on a parity with country values, but this has always been characteristic of the spot market. Exporters here are always so generous that they pay more in the country, or at least appear to do so, than they can realize on spot. Townships cheese are on a level with Ontario, while for Quebec cheese prices were established Monday at 7¾c., a decline of ¼c. per pound for the 3,000 boxes sold at the wharf. It will be noted that in the French sections also, as testified by these receipts, the make is increasing, as the offerings were just double what they were a week ago, and identically the same as what was offered at the same date last year. There is a great difference in the price, however, which was 6½c. last summer for the corresponding week. The total receipts last week were 54,700 boxes, against 45,500 for the same week last year, an increase of 9,200 boxes.

There is no improvement in the butter market, and business is practically confined to local jobbing at different prices, from 16 to 16½c., according to grade. The outside figure is, of course, utterly impossible in an export sense, or, for that matter, the inside, as exporters here are getting fine creamery in St. Lawrence county, New York state, for a good deal less money. A great difficulty about the current receipts also is their lack of uniformity as to package, which militates against the chances for an export trade. For good uniform creamery in 70-lb. packages exporters have paid in some cases 16c., but they will give it for nothing else, so that 35-lb. boxes or tubs stand no chance.

MONTREAL NOTES.

Advices continue encouraging regarding California dried fruit yield for the ensuing season.

There is a decided scarcity of canned lobsters here, and prices are firmly held at $2.25 per dozen.

The cold unseasonable weather has not been favorable to the sale of lemons, oranges, and other heavy receipts of green fruit arriving here.

Two carloads of strawberries sold here Monday at 9 to 14c., and one carload a day will be put up by the Fruit Exchange for the balance of the week.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., June 10, 1897.

THE continued wet weather has a depressing effect on business, particularly through the country where the roads are bad. In the city there is considerable stir outside of regular business in preparing for the Jubilee. The demonstration here is to be large, and with two or three fine days from the 20th to the 23rd will be a success. Those having the fall exhibition in charge are also busy, and already much has been done. Brokers here selling tea for direct importation have about finished taking orders. The business is not as large as last year owing to the large importations, chiefly from London, in anticipation of a duty. That imported from London was largely the cheaper grades.

OIL—The demand, except for lubricating, is light. In many mills and such places the tendency is to use higher-priced oil for lubricating than is necessary. There is no change in prices. We quote: Best American burning oil, 18½ to 19c. ; Canadian, 17¼ to 18c. ; prime, 14½ to 16c.

SALT—A cargo of coarse, from Liverpool, arrived this week. It had been out eighty days, and the vessel had almost been given up. It found a fairly ready sale, though at low figures. The quantity of salt brought into this market since the first of the year has been large. The demand for Canadian salt is also better. Prices show no change. We quote : Coarse, 43 to 45c.; Liverpool factory-filled, 95c. to $1; Canadian fine, 95c. to $1 per bag. ; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each ; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz

CANNED GOODS—Orders have already been given for some fall goods. There are certain brands which dealers must have. Some new packers are offering this season, and it looks as if low prices would rule. Some goods are also being bought for present shipment, as peas, corn and peaches. Several cars of corn have been placed at low figures. It is looked on as good stock, as it is thought prices of new pack will rule firmer than this season. Tomatoes are scarce and held firm. While peas are firm, there is not likely to be a further advance. Lobsters are not likely to rule lower than the present high price, the export price keeping firm. Finnan haddies are rather lower. The number of packers is increasing faster than the demand. New American pine apple is being received. It is grated and is rather lower. It has a good sale. Salmon are easy, with futures offered low. Buyers do not seem anxious to place orders. Sales by local dealers are but fair ; the presence of so much green fruit affects the sale. Oysters show no change. Packers are offering fall pack at firm figures. As suggested in THE GROCER of last week, this is the business way to do, the experience of last year fully proving this. We quote : Corn, 65 to 70c.; peas, 80 to 85c.; tomatoes, 85 to 90c. ; gallon apples, $1.75 to $1.80; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50 ; 1-lb tins, $1.30 to $1.50 ; oysters, 2's, $2 to $2.20 ; 1's, $1.40 to $1.50 ; peaches, 3's, Canadian, $2.75 to $3 ; 2's, $1.75 to $1.85 ; American, 3's, $2 to $2.25 ; pineapple, $2.25 to $2.75 ; salmon, $1.25 to $1.40; lobsters, $2.25 to $2.50; haddies, $1.15 to $1.25 ; clams, $5 for 4 doz ; chowder, $2.60 to $2.75 for 2 doz. ; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

Extra Choice

Hams Bacon
Pure Lard
Mess Pork

PARK, BLACKWELL & CO. Limited
Pork and Beef Packers,
TORONTO

A Woman's Confidence.

Gain that and you have scored a good business point for permanent trade. Think of how often the Scrubbing Brush is used in the home! BOECKH'S HOUSEHOLD BRUSHES are made on honor. They last. The backs will not warp off. The backs are solid!

Brushes, Brooms, Woodenware.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a ***good thing?*** Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

The Best Pickles Made in Canada To-day ....

are not too good to build your trade upon.

✦✦✦✦

They're put up in bottle or bulk by

T. A. Lytle & Co.
Vinegar Manufacturers
TORONTO

VALENCIAS

SELECTED
FINE OFF-STALK
OFF-STALK

Special quotations for round lots.

WARREN BROS. & CO.
TORONTO.

DO YOU WANT
COCOANUT?
Packages or Bulk

If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

BUY

Ivory Bar Soap

THE BEST MADE

ALMONDS

TARRAGONA

A Shipment just to hand.

PERKINS, INCE & CO.
TORONTO.

The Coffee
with a
PAST
PRESENT
FUTURE

Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

GREEN FRUIT—The sale is large. Bananas are moving freely. Oranges still have a large sale, but quality is uncertain. Prices tend higher. Apples are about out of the market. The few offering are in most cases poor. Rhubarb, local grown, is in large supply, and prices are low. Strawberries, though in rather better supply, show little change in price and are not likely to be much lower till our own berries are on the market. Cucumbers are lower. Lemons tend higher, with improved sale. Tomatoes sell slowly at high figures. We quote : Messina lemons, $3 to $3.25 ; oranges, Valencia, $5 to $6 ; Messina oranges, $3 to $3.50 ; blood oranges, $2 to $2.25 ; bananas, $1.25 to $2.25 ; lettuce, 50 to 60c. per doz.; pineapples, 12 to 15c.; strawberries, 12 to 15c.; rhubarb, 1 to 1¼c. per lb. ; cucumbers, 60 to 75c. per doz.

DRIED FRUIT—While no prices have been named on Valencia raisins, packers are looking for orders to be charged at market prices when shipped. Some packers are offering on better terms than have been the custom, making draft payable in St. John on arrival and approval of goods. The letter of credit system is all one sided, and it has so often been taken advantage of by shippers in the sending of poor goods that buyers have decided they need some protection. A shipper has no right to ask for better protection than a draft attached to bill of lading. There is almost a bare market as regards Valencias here, and the same is about true of loose Muscatels. Currants are scarce and market higher. The demand in dried fruit is not large. Evaporated apples, in spite of higher prices outside, are low here. Onions are rather easier. We quote : Valencias, 5¼ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, $1.75 to $2 ; currants, cases, 5¼ to 5½c.; bbls., 5 to 5¼c.; cartoons, cleaned, 8 to 8¼c.; bulk, cleaned, 7 to 7¼c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3 to 3½c.; evaporated apples, 4¼ to 4½c.; onions, 2¾ to 3c. per lb.; Bermuda onions, $2.50 per crate ; cocoanuts, $3.50 to $3.75 per 100 lbs. ; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¾ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Demand is light. Refineries, particularly, find it so. Their price is well above the price asked by the wholesale grocers. Prices here are rather easier. We quote : Granulated, 4 to 4¼c. ; yellows, 3¼ to 3⅝c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—There is no change in the position here. The price of Barbadoes is rather easier, and the demand is not active. In Porto Rico, while there is a firmer feeling and a fairly good movement, prices keep low. Holders look upon it as good stock. In St. Croix, those who have consignments here find it hard to move, though quality of some is very good. It can be bought low. We quote : Barbadoes, 23 to 25c.; Porto Rico, 25 to 28c.; New Orleans, bbls., 25 to 27c.; Antigua, 22 to 23c. ; syrup, 36 to 38c. ; St. Croix, 20 to 22c.

DAIRY PRODUCE—While butter is scarce prices are rather easier, Ontario and Quebec butter being offered low. Small shipments of both dairy and creamery are arriving. Local creameries keep their price rather too high for the wholesale man to handle. Cheese are marked lower. Local cheese are now expected daily. In eggs the prices are higher, shippers refusing to sell at the low prices that have ruled. To get full prices from this out shippers should be very careful of quality. We quote : Dairy butter, 15 to 17c.; creamery, 19 to 20c.; prints, 20 to 21c.; eggs, 8½ to 9c.; cheese, 10 to 11c.

FISH—The active business is still in fresh fish, chiefly salmon. The catch this season has been the largest for years, and the fishermen have done well, as prices have so far held up. They now tend lower. Gaspereaux are still taken in good quantities, and chiefly pickled. Prices show no change. Shad tend higher, as catch is smaller. Some extra large shad have been caught this season. Smoked shad are much liked here. Lobsters are rather more plentiful, but supply is light and prices high. Smoked herring is dull. So is pickled herring. Some new dry cod are on the market. Prices are easy with but light business. Halibut show no change. We quote as follows : Large cod, $3 to $3.25 ; medium, $2.60 to $2.75 ; pollock, $1.10 to $1.15 ; bay herring, $1.25 to $1.30 per half-bbl. ; smoked, new, 5 to 6c.; shad, half bbl., $4.50 to $5.50; boneless, 2½ to 8c.- Barrington, $3 per bbl.; Shelburne, $3.25 per bbl.; lobsters, 4 to 10c. each, small ; gaspereaux, 40 to 50c. per 100 ; halibut, 7 to 7½c. per lb.; fresh shad, 10 to 12c. each; salmon, 12 to 13c.

PROVISIONS—Pork keeps dull and low. Beef holds its price and shows fair sale. In lard, the price is as low as ever known, and dealers have bought fair stocks. Market is not strong, as American pure lard, good brands, can be laid down, after paying two cents duty, at about the price of Canadian. Smoked meats hold their prices, but sale is light. We quote as follows : Clear pork, $14 to $15 ; mess, $12.50 to $13 ; plate beef, $12.50 to $13 ; hams, 11½ to 12½c.; rolls, 8½ to 9c.; pure lard, 7 to 7½c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—Flour continues lower. The change in prices is chiefly noticed in Ontario grades. Oatmeal is marked up, and oats are also higher. Demand for the English market is so good on Prince Edward Island that they are asking about one cent more to land oats in St. John than Ontario shippers are. Cornmeal continues at the very low price. Feed finds little sale, but keeps high. Beans are reported higher west, but local market shows no change. Barley and split peas are rather easier. We quote : Manitoba flour, $4.85 to $5 ; best Ontario, $4.50 to $4.60 ; medium, $4.25 to $4.35 ; oatmeal, $3.35 to $3.40 ; cornmeal, $1.75 to $1.80; middlings, car lots, in bulk, $15 to $16 ; bran, do, do, $14.50 to $15 ; hand-picked beans, 85 to 90c. prime, 70 to 80c.; oats, 32 to 33c.; hay, $11.50 to $12.50; barley, $3 ; round peas, $1.15; split peas, $3.10 to $3.25 ; yellow eye beans, $1.50 ; timothy seed, Canadian, $2 to $2.25 ; do. do., American, $1.75 to $2 ; clover, 8¾ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

Shipments of deals continue large, as many as 14 steamers loading here at once. More steamers are also loading at up-bay ports than usual.

During 22 days, May in St. John showed a rainfall of 9.72 inches.

Steamer Prince Rupert is now making daily trips between St. John and Digby.

J. D. Arguimbau, the well-known raisin packer of Denia, was in the city this week.

The Customs receipts for May are $2,871.22 less than for the same month last year.

Rice, which is high on the English market, continues to show an advance from week to week.

Schepps' 5c. package is a popular size package of cocoanut at this season. Baird & Peters received a shipment this week.

The Chatham Board of Trade is asking the Dominion Government for a subsidy for a steamer to run between Chatham and P.E.I.

A FREE GIFT SOUVENIR.

The Nonsuch Manufacturing Co., Toronto, have just issued a handsome and handy article in the shape of a pin tray as a Diamond Jubilee souvenir. As their goods have been handled by the trade to such an extent they have decided on this novel idea in keeping themselves before their customers. It is made of strong embossed tin, nicely decorated, and bears a fine lithograph of Her Majesty Queen Victoria encircled in a wreath of maple leaves. It is a handy article on the desk of any business man, as well as on his dressing case. They enclose in each case of their goods a tray to be given with each package of blacking. If any of our readers have not received a sample, by dropping a post card and mentioning THE CANADIAN GROCER one will be sent by mail to any address.

"HAPPY THOUGHT" SOAP.

"Happy Thought" soap, although only on the market a short time, is making new friends every day.

Wherever it has been introduced it has proved a favorite, and the manufacturers are now busy.

The advantages claimed by the manufacturers are that it will wash woolens without shrinking them, and they guarantee it to remove all tea, coffee and fruit stains, red, black or printers' ink, tar, axle grease, shoe polish or paint.

It can be used with the finest of fabrics. It is excellent for any household purpose, including the bath.

It is a pure soap and retails at 5c. per bar, giving the retailers good profit.

EAST INDIA PICKLES

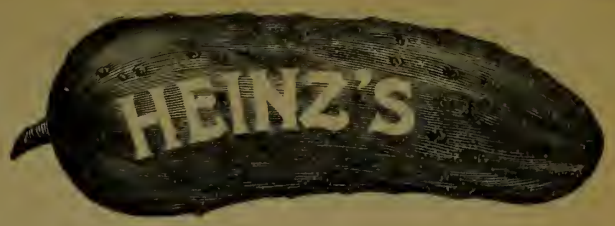
The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards & Co.

Agents

HAMILTON, ONT.



Pickles.

Hot or cold, any time, Heinz Baked Beans are peculiarly good; better than home-made. . . .

Other Popular Specialties

SWEET PICKLES
INDIA RELISH
TOMATO CHUTNEY
TOMATO KETCHUP
ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. TRADE KEYSTONE PICKLING & PRESERVING WORKS MARK PITTSBURG, U.S.A.

TRADE CHAT.

THE Campbell-Stevens Co., of Chatham, are shipping 2,000 sacks or eight carloads of flour to the Old Country. Two carloads of beans were shipped to the States on June 2nd.

It is estimated that Moose Jaw and Regina districts will furnish between 800 and 1,000 head of cattle for fall export this year.

Con. Gallagher, formerly of Child & Gallagher, Regina, is putting up a three-storey brick pork packing house at Edmonton.

The butter factory which has been running for several years at Sherwood, Ont., has been turned into a cheese factory and is doing well.

Mr. W. J. Boyd, formerly a grocer of Kincardine, has died at his father's residence in that town. He had but recently returned from Florida, whither he had gone in pursuit of health.

Last Friday night, the store of Mr. Sirois, Cacouna, Que., was burned down. His little daughter was burned to death, and Mr. Sirois himself, his clerk, and a farmer were badly burned.

The other night thieves entered the store of Peter Dodd, at Watford, and took a quantity of canned goods, cheese and crackers. They also tried on several pairs of shoes, but failing to find any to fit, they went to Samuel Howden's shoe store, a few doors away, where the correct sizes were found among a number of pairs shown in the window. Entrance to Howden's was effected by forcing a cellar window.

The St. Stephen, N.B., Board of Trade is being re-organized. Three members of the old board are now busily soliciting new members, and it is expected that the St. Stephen Board of Trade will, in a very short time, be a large and energetic body.

The word limited must hereafter be used on the office signs, on all notices, advertisements, and every document used by a limited joint stock company. The word must not be abbreviated, and there is a penalty of $20 for every day it is not used.

Mr. Chris. Williston, one of Blenheim's (Ont.) well-known citizens has purchased the grocery business of D. Baird of that town. Mr. Williston intends to keep up the bakery business also in connection therewith, and has engaged an experienced baker for that purpose.

A branch of the Retail Merchants' Association, for Lambton, Weston and Toronto Junction, has been formed with the following officers: C. B. Borland, Toronto Junction, president; H. Keys, Weston, 1st vice-president; T. Elliot, Lambton Mills, 2nd vice-president; W. J. Sheppard, secretary, and J. Sheppard, treasurer.

Mail advices from Malaga, Spain, state that the production of olive oil for this year will be even smaller than that of last. The yield, therefore, will not admit of any oil export transactions.

A new Customs regulation has been issued, to the effect that small packages of a value of not over 50c. coming from foreign countries will in future be allowed to pass the Customs free of duty, and will be delivered at the home address without any charges or detention, as heretofore.

And again we read of damages by frosts. It is reported that great damages have been done to the strawberry crop north of Leamington. Patches to the south and west are injured very slightly. The frosts in the Walkerton district have, it is feared, injured the cherry trees and small fruits severely.

FRENCH CANNED PEAS.

The first shipment of French canned peas is to arrive on this side of the Atlantic about the middle of the month. Reports from Bordeaux are to the effect that owing to the wet weather the crop will be short, but dealers in America expect that the supply will be ample to meet the American demand.

PARIS GREEN
Write For Lowest Prices.
GUARANTEED GOVERNMENT STANDARD
STOCK LIMITED
PEUCHEN & CO., 10 and 12 Bay St., TORONTO

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

CLEMES BROS. received a heavy shipment of Mississippi tomatoes on the 10th.

Jno. Sloan & Co. are in receipt of new "Thistle" haddies.

Perkins, Ince & Co., have in stock "Thistle" haddies.

Montserrat lime juice in stock with the Davidson & Hay, Ltd.

J. A. McLean reports an increasing demand for smoked meats.

The Davidson & Hay Ltd., are offering "Thistle" haddies.

New season's Japan teas are in stock with the Eby, Blain Co., Ltd.

"Sportsmen" ¼'s sardines are in stock with the Davidson & Hay, Ltd.

T. Kinnear & Co. are in receipt of this season's pack of "Thistle" haddies.

Warren Bros. & Co. have received this spring's pack canned "Thistle" haddies.

Perkins, Ince & Co. have a shipment of new season's Japan tea, early pick, close at hand.

The Pure Gold Manufacturing Co. are putting a square blue on the market this week. There are three one-ounce squares in each package. The package retails at 5c. and gives the grocer a fair profit.

The Eby, Blain Co., Ltd., are in receipt of a shipment of new pack "Thistle" haddies.

H. P. Eckardt & Co., with other new goods, are offering new pack "Thistle" haddies.

The Eby, Blain Co., Ltd., report the arrival of a shipment of Barataria canned shrimps.

W. H. Gillard & Co. report that they are offering to the trade exceptional value in Ceylons and Japans.

The Pure Gold Manufacturing Co. states that its new jelly powder is going out as fast as it can be made.

W. H. Gillard & Co., Hamilton, have just received a shipment of Tryphosa through Robert Greig & Co.

A large shipment of Robinson's patent barley and patent groats is now being distributed throughout Canada.

The Davidson & Hay, Ltd., are showing samples of choice Barbadoes and New Orleans molasses arriving this week.

A large shipment of Keopff's family gelatine was made last week by Robert Greig & Co. to John Sloan & Co., Toronto.

A shipment of canned shrimps in ½ and 1-lb. cans is to hand with Warren Bros. & Co.; also new season's pine apple.

T. Kinnear & Co. have a shipment of imported rice claimed to be equal to "B" brand; also polished Patna and imported Japan.

Southwell's orange marmalade (new season's goods) in stock with Frank Magor & Co., 16 St. John street, Montreal, Dominion agents.

The hot weather is the time for a nice cool drink and lime juice makes a refreshing beverage. Rose's lime juice is having a large sale at present.

A shipment of Crosse & Blackwell's goods, consisting of pickles, sauces, jams, marmalade, capers, curry powder and lucca oil, arrived for the Eby, Blain Co., Ltd.

The Eby, Blain Co., Ltd., are in receipt of a shipment of rice imported specially to take the place of "B" rice. They say that they are fine goods and the price is right.

"Our sales of Millar's 'Paragon' cheese have been large the past two weeks, and the trade are delighted with our new style of pots in which it is now packed," say A. E. Richards & Co.

D. Gunn, Bros. & Co. report an active demand for their Maple Leaf brand of lard, with the advent of warm weather. They claim that this lard gives the best satisfaction during the summer months.

Keen, Robinson & Co., manufacturers of Keen's mustard, have sent out a handsome panel show card, giving two exquisite pictures of Her Majesty and a group

ROSE'S
WEST INDIA LIME JUICE
Is DELICIOUS, WHOLESOME and REFRESHING.

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.
Agents for Canada, LAW, YOUNG & CO. - MONTREAL.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.
McLAREN'S COOK'S FRIEND BAKING POWDER.
The Best Grocers make a point of Keeping it always in Stock.

of the Household Guards proclaiming the Diamond Jubilee by trumpet. While they last a copy will be sent by mail to every enquirer by addressing Frank Magor & Co., 16 St. John street, Montreal.

Cockburn & Co. have been appointed wine merchants to the Lord High Commissioner of Scotland. This firm supply most of the nobility. J. & R. McLea are their agents in Canada.

D. Gunn, Bros. & Co. report receipts and offerings of butter much larger at this season of the year than for many seasons. They say, however, that insufficient care is taken to get color uniform in each package.

New pack "Thistle" brand haddies are now in the market and of their usual high quality. The merit of the "Thistle" haddies lies in the fact that they are genuine haddies, not mixed fish, and they are canned and cured at the water-side.

R. J. Graham, of Belleville, writes: "I am now buying dairy butter from all over the province, and quality coming forward is better than usual. We are offering special value in lemons this month. We have an order in for another car of our pure fruit vinegar from a Montreal firm. These goods are giving extra satisfaction to our customers. Our jams and jellies are nearly exhausted, having had a large sale during Lent. The export demand for dried and evaporated apples has caused considerable advance in these lines, and nearly all desirable stock has been picked up at fair prices."

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

T. Kinnear & Co. are offering "U" and "C" prunes and 3-crown muscatel California raisins at special prices.

Jams, jellies and marmalades are a special branch of T. A. Lytle & Co.'s business. They find sales very satisfactory this season.

Writing to Robert Greig & Co. recently, a western customer says: "Your 'Crown' flavoring extracts please better than any we have ever sold."

"We have had large sales of 'Kurma' tea in the city and Western Ontario during the past two weeks; in fact our sales for this popular tea in all sections of Ontario are most gratifying," report the Davidson & Hay, Ltd.

New York ginger ale, manufactured by Pilgrim Bros., of Hamilton, and sold to the trade through W. H. Gillard & Co., is meeting with a phenomenal sale this season. Last season the sales were over 6,000 cases, and this year an increase is looked for. Merit tells in the long run.

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

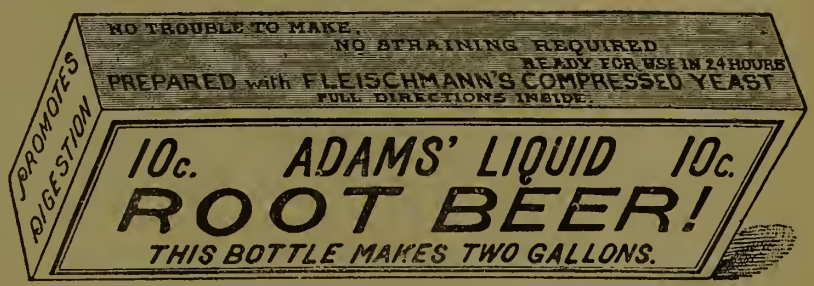
GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

ADAMS' GINGER BEER IS DELICIOUS.



ORDER NOW

YOUR CUSTOMERS ASK FOR ADAMS'. 10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.

Dominion Agents. 38 Front St. E., Toronto, Ont.

Crosse & Blackwell

NEW 18

SEASON'S 97

Candied and Drained Peels.

Now is the time for ordering for Fall shipment.

C. E. COLSON, - MONTREAL.

USEFUL FOR TRAVELERS.

A USEFUL document for commercial travelers and export agents has just been issued by the British Government, compiled from reports of consuls and other agents abroad. It gives particulars concerning the licenses and other documents required by commercial travelers or agents seeking trade in foreign countries. These particulars apply to any foreigners traveling on business in the respective countries mentioned. In Belgium commercial travelers are subject to the payment of a fixed annual license of 20 francs. Foreign commercial firms established in Belgium are taxed in proportion to the amount realized by their transactions. In France no licenses are required. Resident agents are subject to the same taxation as a native. In Germany a "trade legitimation card" is the only requirement. In the Argentine Republic the foreign licenses are based on a graduated scale of 45 categories, rising from $5 to $20,000. In the case of representatives of foreign firms, with or without a business house, the cost of the license varies from $100 to $500, according to the number of firms represented and the importance of the business transacted on their accounts. In Buenos Ayres a commercial traveler can pay a fixed license of $50, which covers all operations in the national territory. In other provinces the rates are higher. In Brazil each province has its own peculiarity in regard to this matter. In Rio de Janeiro no license for travelers has been required, but the report says that the establishing of a tax is now being advocated. For resident agents the taxes vary in the different towns and municipalities, and are regulated according to class of trade. In Rio Grande do Sul the charge for either traveler or agent is $300; in the city of Para, $1,000; in Maracaibo, $200; in Manaos, $300; in Pernambuco, $200; in Corea, $270, and in Maceio from $150 to $300, according to the nature of trade. In the ports of Alegre, San Paulo and Rio Grande del Norte there are no taxes. A bill is now before the State Congress of Bahia proposing a tax of $1,000. In Parahyba a tax is proposed for the end of this year. No license is required in Guatemala, Nicaragua or Salvador. In Honduras a consular certificate is all that is necessary. In Italy, Portugal or Peru no documents are required, while in Spain identification cards are absolutely necessary. Commercial travelers in Russia are subject to a Custom house certificate costing about $20. Resident agents must have licenses involving a payment of about $110. In Chili there are various charges ranging from $100 to $300 for the travelers and from $500 to $2,000 a year for the resident agents. In United States of Colombia and Austria there are no charges for travelers or agents.

COLUMBIA RIVER SALMON.

Latest advices from the Coast state that the catch on the Columbia River has so far fallen far short of that of previous years. At the mouth of the river there has been a fair catch, but the upper countries have had few to pack. However, there is a freshet impending, by which, it is hoped, the fish will be driven farther up.

The exact prices obtained so far have not been thoroughly revealed and reports are contradictory. It would appear, according to The N.Y. Journal of Commerce, that the prices range about $1.05 f.o.b. for talls. It is reported that the price does not go this high, and also that some canners are holding their stock even at this price.

The introduction of the co-operative brand packed by the Fishermen's Union has not disturbed the old-established dealers, for the prices asked by the former are considerably higher than those asked by the latter.

FREE CAMERAS AND WAGONS.

Chas. B. Knox, gelatine manufacturer, of Johnstown, N.Y., has started a new contest for sellers of Knox gelatines. In a contest which closed May 1 he gave away 100 Columbia bicycles. In this one he proposes to present his agents with 301 cameras and five grocery wagons. The cameras are for the clerks and the wagons for the grocers. The salesman who sells the greatest number of packages is to receive a camera worth $103; the next one hundred contestants, 4 x 5 cameras; the next one hundred, 3½ x 3½ cameras, and the next one hundred 2 x 2 cameras. This is encouragement for the salesman, and ought to be a means of pushing the gelatine.

MANITOBA WHEAT.

The Lake of the Woods Milling Co. are making preparations for extending their milling business in Manitoba. If their intentions are carried out, seven or eight new elevators will be erected in different sections of the "Prairie Province" this summer; the exact locations have not yet been decided on.

This company has recognized the fact that a large quantity of the wheat produced in Manitoba is being shipped out as raw material through the United States to Great Britain, whereas if it were milled it could be shipped through Canadian territory.

Recent experiments in shipping products to Africa and Australia have proved so successful with this company that they believe it is not necessary for Canadians to allow foreigners to monopolize all the trade, and, accordingly, have decided to extend their business with these countries. Large quantities of flour are now on the way to the "Island Continent."

PERSONAL MENTION.

Mr. Robert Greig, who spent last week in calling on his firm's customers in Toronto, Hamilton and London, booked some large orders for flavoring extracts.

Mr. W. A. Ferguson, of the Delhi Canning Co., who returned from a business trip to Winnipeg and intervening business points, says he did a good business, and reports that the trade outlook in the west is promising.

Mr. D. Gunn has returned from a trip to the west. He says he has never seen crops look better at this season. In some parts they show evidences of too much rain, but on the whole the situation is promising. A hay crop is assured.

FILLED BROOMS.

Brooms, as with other articles allowing of adulteration, can be filled; that is, heavy, coarse, common, short, cheap corn filled inside, with nice, clean corn on the outside, fancy handles and finish. Close inspection and a knowledge of the qualities and nature of broom corn will reveal this, and are the only safeguards against this fraudulent method.

Buyers, wholesale or retail, should beware, and, when purchasing brooms, buy from the best makers only. Small manufacturers have not the capital to buy the dozens of cars of the very best corn, and, therefore, really have not this class of corn to put in their best brooms.

The storehouses of Chas. Boeckh & Sons are open to any and all of their customers to examine and inspect the immense amount of the very high class of corn they carry in stock, and put into their good brooms.

Boeckh's bamboo handle broom has rapidly come to the front, as the lighest, strongest and fullest, and of the best corn. These bamboo brooms are a guarantee of excellence and quality, as Chas. Boeckh & Sons are the only manufacturers who have brought these brooms to perfection, and buyers should wait for this firm's representative or send their orders direct.

Several shipments of rice from England are to hand this week with Lucas, Steele & Bristol.

"Jubilee" coffee, 1-lb. cans, is for sale by Lucas, Steele & Bristol. A pretty spoon goes with each package.

THE MOLSONS BANK PRESIDENCY.

THE recent election to fill the vacancy in the presidency of the Molsons Bank, caused by the death of Mr. John H. R. Molson, has caused some surprise in financial and commercial circles.

It is believed that there was no necessity to go outside of Montreal to find a gentleman qualified for the position, when one was ready to hand in the person of Mr. S. H. Ewing, the present vice-president.

It is well known that of late years Mr. Ewing, owing to the ill health of the late Mr. Molson, has been de facto president.

No one pretends to say that Mr. Macpherson, the new president, is not qualified. At the same time he is comparatively a new man. On the other hand Mr. Ewing has had a long experience as a leading merchant of Montreal, and besides has, in the attention he has devoted to the bank's affairs of late years, acquired an intimate and valuable knowledge of its customers.

It certainly seems that it would have been sound business policy on the part of the directors to recognize these facts by bestowing on Mr. Ewing what was clearly his due —the election to the presidency.

A NEW KIND OF SYRUP.

A good story is told of a Kansas farmer who entered a general store in Emporia, Kan., and enquired for "somethin' nice to put on griddle cakes."

"Molasses?" said the storekeeper.

"Naw, somethin' nicer. B'en eatin' molasses for twenty years. Ain't ye got somethin' slicker?"

The grocer told him about maple syrup and praised it highly. All the "toney people" of Emporia used it, he said.

"That's what I want. The hightonedest you've got."

By a strange mishap, when the boy went to pack the goods for the socially ambitious farmer, he took a tin of varnish, the varnish coming in square cans of a kind similar to those containing the maple sap. Three or four months afterward the man came back to town and reported at the store. The storekeeper, having made the discovery of error, was in a panic. At length he mustered up courage to ask how the maple syrup had answered.

"Oh, she was all right," said the customer. "Kinder highfalutin', but good. My wife at first said she thought it was some rancid, but when I told her what you said about it bein' a high-toned dish that the best people in Empory jes' nacherally craved, she seemed to take a second holt, and now she won't eat nothin' else. I thought there was a kind of a snap an' bite to it that sorter reminded me o' what we used to git when prohibition first struck the country, but in gineral it's mighty good stuff."

"Was there any bad effect at all?" inquired the amazed storekeeper.

"Well, now, I can't say there wasn't. You see, it was my wife's first experience with dude grub, an' she kinder lost her head. Got ambitious. Allowed that if we was good enough to have that kind of eatin' we was good enough to have some other things to match. Bought a lot o' new chiny dishes from a pedlar and made me promise I'd get her a new hat with red in it an' a dress this trip in town. Yes, I s'pose you might say that there was some bad effects, because vanity is certainly sinful; but you're a married man yourself, an' you know they ain't no way to stop a woman's ambition when she begins to kinder get in society. Gimme a couple gallons more o' that syrup, an' if you have some that has jes' a little more o' that pleasant bitin' sting to it, why, let's have that."—Chicago Record.

"WHEN THE GREEN GITS BACK IN THE TREES."

In the spring, when the green gits back in the trees,
And the sun comes out and stays,
And your boots pull on with a good tight squeeze,
And you think of your barefoot days;
When you ort to work and you want to not,
And you and yer wife agrees
It's time to spade up the garden lot—
When the green gits back in the trees—
Well, work is the least of my idees
When the green, you know, gits back in the trees.

When the green gits back in the trees, and bees
Is a-buzzin' aroun' again,
In that kind o' lazy "go-as-you please"
Old gait they hum roun' in;
When the ground's all bald where the hayrick stood,
And the crick's riz, and the breeze
Coaxes the bloom in the old dogwood,
And the green gits back in the trees—
I like, as I say, in such scenes as these,
The time when the green gits back in the trees.

When the whole tail-feathers o' winter time
Is all pulled out and gone,
And the sap it thaws and begins to climb,
And the sweat it starts out on
A feller's forrerd, a gittin' down
At the old spring on his knees—
I kind o' like, jes a-loaferin' roun'
When the green gits back in the trees—
Jes' a-potterin' roun' as I—do—please—
When the green, you know, gits back in the trees.

—James Whitcomb Riley.

A TRADE EVIL.

Why in the name of common sense are so many retail dealers addicted to the vice of constantly lowering quality in order to make a little more money? Some salesman comes along with a new brand of matches or some other article, and extols it as being cheaper and paying a better profit than the older goods, and after a cursory investigation the dealer is induced to put it in stock, and yet the brand may be much inferior to the older goods.—Merchants' Review.

WON THE HORSE.

A LOCAL clergyman told me a story yesterday concerning a deacon in a little Vermont town, where he was located a number of years ago, says a writer in an exchange.

The village store, as in most small places, was the "hanging-out" place of the community, and every evening the men used to gather around the stove and the sugar barrels and swap words of untruthfulness.

Now it happened that the proprietor of the establishment had an old horse, which had done service for him for years. It was crippled all up, and no longer of any use to anybody; nevertheless, it had been so faithful that to kill it was out of the question, and, of course, he could not sell it.

One night when the nightly loungers were gathered about the stove, and conversation was lagging a trifle, the jolly proprietor broke out with an original idea.

"Now, my friends," he said, "let us see who can tell the biggest lie. You will each of you tell a story, and the one that I consider has told the biggest lie, to him will I give the horse. I shall be judge of the contest."

They started, and the Old Testament statement that "all men are liars," was fully demonstrated. The contest was at its height when in came Deacon Goodnow. They told him what was in the air. Now the deacon was one of those men with a long face that would lead a man to think he was just going to a funeral—a man withal that ought to have lived under the blue laws.

"Why," he exclaimed, looking at the proprietor, "really I am surprised! Here, sir, you are encouraging lying; you are making these men lie. For shame! Now I never told a lie, and——"

"The horse is yours," broke in the proprietor.

THE COMPANIES' ACT.

Under the present law all companies incorporated under Federal charter are restricted in borrowing to two-thirds of their capital stock. A bill introduced into the Senate by Sir Oliver Mowat to remove this restriction has been read a second time. The bill proposes to exempt from the limitations on the borrowing power of companies the power to borrow money on bills of exchange and promissory notes endorsed by the company. The Ontario Legislature has given even larger powers to companies incorporated under provincial charters, and unless the Dominion law is widened, companies will no longer ask for Federal charters.

WE ASK YOU

for the first order. You'll ask us for the second.

PEOPLE WHO GIVE

Appleton's Teas

a fair trial, form a strong attachment for them and want them always. Thus their trade steadily increases. If you are not handling these teas drop us a card and we will send samples and quotations. We want one good representative in every town in Canada. Are you open for business?

Canadian Agents { **Thompson & Thompson, Front St. East, Toronto**
Frank Magor & Co., St. John St., Montreal

Gillard's New Pickle

INCOMPARABLY SUPERIOR TO ANY OTHER MANUFACTURED.

Eight Gold Medals Awarded at the principal food expositions held in Great Britain.

In Daily Use on the tables of 6,000 of England's best hotels and restaurants.

The Liquor of this pickle is a happy blending of Piquancy, Sweetness and Acidity, forming a well balanced and delicious appetiser.

Packed 2 doz in Case
Single case lots, $3.40 Five case lots, $3.30

GILLARD'S NEW SAUCE

Distinct From All Others in its superior flavor. A first-class sauce, compounded from the purest ingredients.

Single dozen lots, $1.90 Barrel lots of 12 dozen, $1.75

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

GILLARD & CO. *Manufacturers* ***London, England***

The Japanese Government has appropriated $750,000 to be used in America for advertising their teas. This has come about through the very successful efforts of the Ceylon and Indian Government representatives in getting their teas before the public in Canada and the United States, and thereby largely displacing the colored and adulterated teas of Japan. When it is said that there is scarcely a pound of Japan tea exported from Japan that is not colored or adulterated, a well-known fact is stated; and, unfortunately for themselves, there is to be no effort put forward to stop this coloring of teas. This will militate greatly against any efforts on the part of the Japanese Government to keep their teas before the people on this continent, as Prussian Blue as an ingredient in one's drinks is not pleasant to contemplate.

The wise merchant reflects --and buys
The progressive merchant pushes forward --and buys
Every live grocer should read above extract--and buy

CEYLON AND INDIAN TEAS

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

AN assignment has been demanded of Eloi Perron, general storekeeper, Isle aux Coudres, Que.

J. C. Henley & Son, grocers, Halifax, N.S., have assigned.

Antime Laroche, liquor merchant, Riviere du Moulin, has assigned.

Jas. W. Dillon, St. John, N.B.; sold out under warrant of distraint.

Wm. M. Rae, grocer, Windsor, Ont., has assigned to Robt. Pinchin.

Hamilton & Fowler, grocers, Galt, Ont., have assigned to Thos. Hamilton.

Birley & Agar, general storekeepers, Alexander, N.W.T., have assigned.

A demand of assignment has been made upon M. Elliott & Co., grocers, Montreal.

A chattel mortgage has been foreclosed on W. D. Ritchie, baker, Little Current, Ont.

Leon Lambert, general storekeeper, Halifax South, has compromised at 70c. on the dollar.

A meeting of the creditors of the Boehmer Co., Berlin, Ont., will be held in Toronto on the 11th.

Hamlin & Burk, general store, Emsdale, Ont., have called a meeting of their creditors for the 10th inst.

A meeting of the creditors of J. M. Weschetelets, jr., grocer, Montreal, will be held on the 15th inst.

A meeting of the creditors of the Compagnie Generale D'Importation du Canada, will be held on the 4th inst.

McLeod & Jardine, general storekeepers, Mount Stewart, P.E.I., is offering to compromise at 30 per cent. The stock was to be sold by auction on June 3.

PARTNERSHIPS FORMED AND DISSOLVED.

J. B. Larin & Fils, wine merchants, Iberville, Que., have dissolved.

Trottier & Hardy, general storekeepers, Farnham, Que., have dissolved partnership.

McIntosh & Hosegood, Dauphin, N.W.T., have dissolved partnership. D. McIntosh continues.

Skrein, Osmund & Co., produce, Vancouver, have been succeeded by W. H. Malkin & Co.

The dissolution of partnership of J. C. Hamel & Co., grocers, Levis, Que., has been registered.

Cowan & Scagel, grocers, Wellington, B. C., have dissolved partnership. T. Cowan continues.

George Patterson has been admitted a partner into the firm of Patterson & Foster, Harbor Grace, Newfoundland. The style is unchanged.

Adolphe and Jos. Methot have registered a partnership to do business in a general store in St. Rochs des Aulnais under the style of A. V. Methot & Co.

Alderic Page and Louis Savariat have registered a partnership to carry on a tobacco business in St. Henri de Montreal under the style of Page & Co.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

THE ARCTIC REFRIGERATOR

All sizes; sweetest, driest, coldest, with least amount of ice. Send for catalogue. . . . .

John Hillock & Co. 165 Queen St. E. Toronto

Athanase A. Champigny and Andre Tetrault have formed a partnership to conduct a butcher and grocery business at Farnham, Que., under the style of Champigny & Tetrault.

SALES MADE AND PENDING.

S. T. Archeveque, grocer. Montreal, has sold out to J. C. Roy.

The assets of the Imperial Brush Manufacturing Co., of Montreal, have been sold.

The assets of J. B. Caron, general storekeeper, Valleyfield, Que.. are to be sold by tender.

Brownscombe & Miller Bros., general storekeepers, Mount Albert, Ont., have sold out.

The grocery stock of Michael Dwyer, St. Louis de Mile End, Que., has been sold at 49½c. on the dollar.

The assets of Patrick J. Harrington, general storekeeper in Killaloe, Ont., are to be sold by auction on the 8th inst.

The stock of D. St. Amour, general storekeeper, Comber, Ont., is advertised to be sold by auction on the 11th inst.

James Proctor, who has been in the grocery, flour and feed business in Niagara Falls, Ont., is advertising his stock for sale by auction on the 9th inst.

CHANGES.

T. Lionelle has commenced a fruit business in Montreal.

Mederric Perras has commenced a grocery business in Montreal.

J. F. Hosegood is opening out a liquor store in Dauphin, N.W.T.

R. B. Younghusband has started a general store at Dunrobin, Ont.

Sinclair Fraser has opened up a grocery business at Port Hood, N.S.

Vincilette & Co., South Durham, Que., have started a general store.

C. H. Charette, Montreal, has commenced a provision business.

Mrs. Shea, Montreal, has sold out her cigar business to J. Berthiaume.

W. H. Seaman has sold out his restaurant in Moncton, N.B., to R. Cullen.

J. K. Baker, dealer in tobacco, at Toronto, Ont., has sold out to Thomas W. Riley.

James Donald, victualler, Amherst, N.S., has sold out to Augustus Bradshaw.

Maurice Gintzburger, Vancouver, B.C., has been succeeded by Isaac Watstock.

Odell Bros. & Co. have commenced a business in Montreal, Que., in water filters.

Allan & Maxwell, general storekeepers, St. Stephen, N.B,, have sold out to John F. Clarke.

W. &. R. Richard & Co., liquor merchants, Calgary, have sold out to S. Laurendeau.

Olivier Gervais has commenced a grocery business in Pointe Aux Trembles (Hochelago County).

J. E. McCarthy, provision merchant, Trail, B.C., has been succeeded by J. E. McCarthy & Co.

N. Desnoyers, Montreal, who has been in the grain and hay business, has added a stock of groceries.

James Ashfield, crockery and glassware merchant, Ottawa, advertises that he is giving up business.

Guillaume Morin, who has been running a general store in Notre Dame du Lac, is giving up business.

Cecil Platt Newman is the registered proprietor of the tobacco business in Montreal carried on by T. Monette & Co.

Nelles & Fitzpatrick, who have been keeping a general store in Preston, Ont., have removed to Harriston, Ont.

Wallace Robertson, North Sydney, N.S., has registered a consent for his wife Helen J. Robertson to carry on a grocery business in her own name.

FIRES.

M. J. Sirois, of Cacouna, Que., has been burnt out. He was in a general store, and was insured.

The stock of G. D. Ross & Co., importers of woolens and threads, has been slightly damaged by smoke. It was insured.

DEATHS.

John R. Mackie, dairyman in Toronto, has died.

James Hayden, general storekeeper, Vernon River, P.E.I., is dead.

William McDearmot, general storekeeper in Gagetown, N.B., has died.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

The **QUEEN CITY OIL CO.**, Ltd.

SAMUEL ROGERS, President. TORONTO, ONT.

Importers of the very finest PRATT'S ASTRAL and

WATER WHITE AMERICAN OIL

CAR LOADS OR LESS. — WRITE FOR PRICES.
Best Canadian Lamp Oil Made in Canada.

HELLO ! ! ! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

GRIMBLE'S English Malt

Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited., LONDON, N.W. ENG.

Ask for Prices

WHEN YOU WANT

SALT

FOR ANY PURPOSE

Glad to Send Samples

VERRET, STEWART & CO., Montreal - Quebec.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST

WINDSOR SALT

TABLE SALT
BUTTER SALT
CHEESE SALT
ORDINARY FINE SALT

Our capacity is large enough to enable us to ship all orders without the slightest delay.

WINDSOR SALT CO. Limited. Windsor, Ont.

WE SELL
AND
YOU BUY

Keen's Mustard

Because we all know

IT IS THE BEST IN THE WORLD.

CURRENT MARKET QUOTATIONS

Toronto, June 10, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " " "	
1 " 2 " " "	2 00
3 " 1 " " "	6 50
5 " ½ " " "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ¼ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

Diamond— W. H. GILLARD & CO.

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1 25	
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

Silver Cream, ¼ lb. tins, 4 to 6 doz. per doz. cases $0 75	
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb. tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING. per gross

¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Yuoan Oil Blacking, 1 doz. cases, liquid	2 00

per doz

New York Dressing, 1 doz. cases.....	0 75
Spanisb Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING

No. 1 Bronze Tins, per gross.....$	2 60
No. 2 Bronze Tins, per gross .....$	3 40
" 3 " " "	5 60
" 4 " " "	10 00
" 1 Enamelled Tins "	2 50
" 2 " " "	3 75
" 3 " " "	1 00
" 4 " " "	4 50

THE ALPHA CHEMICAL CO.

Shoe Dressing— in ¼ gross cases. Per Gross

French Oil in 3-doz. cases.....$	22 00
Reliable Shoe Dressing	9 00
Ecliplic Combination tan	12 00
Moody's Ox Blood....	12 00
" Chocolate....	12 00
Alpha Chemical Co. French Castor Oil...	9 00
Alpha Chemical Co. Refined Sweet Oil...	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Shoe Blacking— in ¼ gross cases.

Reliable French Blacking, No. 5	9 00
" " No. 4	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1½.....	4 25
Patent Leather Polish No. 1½	9 00
Waterproof Dubbin No. 4	9 00
Alpha Metal Polish No 2.....	9 00

Patent Stove Polish—

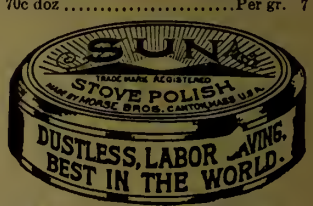
Sunlight Lead Bar.....	4 25
Packed in ½ gross cases	
Sunlight Liquid, ¼ gross cases...	10 80
Moody's Black Lead	4 25
½ gross cases	
Reliable Stove Pipe Varnish	15 00
¼ gross cases 6-oz. bottles	
Quickshine Pipe Varnish.....	12 0
¼ gross cases, pressed top tins.	

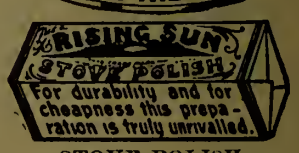
Stove Polish— per gross

Quickshine Polish	00
Reliable Paste..	6 00
Electric Crown Paste	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25





STOVE POLISH.

	Per gros
Rising Sun, 6 ounce cakes.	alf-gross boxes..... $ 8 50
Rising Sun, 3 ounce cakes,	gross boxes.....
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5

Starch . .

LAUNDRY STARCH

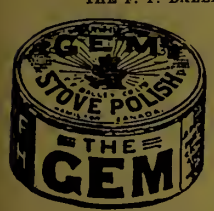
CULINARY STARCH

RICE STARCH

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.



Gem Stove Polish, ¼ gross cases	$9 00
per doz	
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bottles	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread.	0 07
Warbler, with Song Restorer	0 05¾
Belgian, with Bird Improver	0 05½
International, with Bird Treat	0 05¼
German X, with Cuttlefish Bone	0 04¾
German, with Cuttlefish Bone	0 04¼
London Bird Seed, bulk 25 lb. cases	0 04½
Bird Gravel, 10c. pkts., 24 in case	0 06
Bird Gravel, 5c. pkts., 48 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " 5c. " 48 " "	0 03

CORN BROOMS

CHAS. BOECKH & SONS.

Carpet Brooms—	per doz. net.
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

BLUE.

KEEN'S OXFORD.

	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.
Apples, 3's	$0 70 $0 95
" gallons	1 65 2 25
Blackberries, 2	1 40 1 70
Blueberries, 2	0 75 0 85
Beans, 2	0 65 0 95
Corn, 2's	0 55 0 75
Cherries, red pitted, 2's	2 00 2 25
Peas, 2's	0 75 0 80
" Sifted select	0 90 1 00
" Extra sifted	1 25 1 40
Pears, Bartlett, 2's	1 65 1 75
" " 3's	.... 2 40
Pineapple, 2's	1 75 2 40
" 3's	2 50 2 60
Peaches, 2's	1 65 2 00
" 3's	2 50 3 00
Plums, Green Gages, 2's	1 55 1 80
" Lombard	1 50 1 70
" Damson Blue	1 10 1 40
Pumpkins, 3's	0 70 0 90
" gallons	2 10 2 25
Raspberries, 2's	1 50 1 80
Strawberries, 2's	1 65 1 95
Succotash, 2's	.... 1 15
Tomatoes, 3's	0 72½ 0 75
Lobster, talls	2 30 2 52
" flats	2 85 2 90
Mackerel	1 20 1 30
Salmon, Sockeye, talls	1 35 1 50
" " Horseshoe	.... 1 50
" " flats	1 40 1 75
" Cohoes	1 15 1 20
Sardines, Albert, ¼'s tins	.... 0 13
" " ½'s tins	0 20 0 21
" Sportsmen, ¼'s genuine French high grade, key opener	.... 0 12½
Sardines, Sportsmen, ½'s	.... 0 21
Sardines, key opener, ½'s	0 16 0 18½
" " " " " ⅛s	0 10½ 0 11
" " " " " ⅛s	0 18½ 0 19
Sardines, other brands 9¾	11 0 16 0 17
" P. & C., ½'s tins	0 23 0 25
" " ¼'s "	0 33 0 36
Sardines, Amer., ¼'s "	0 04½ 0 09
" " ½'s "	0 09 0 11
" Mustard, ¾ size, cases 50 tins, per 100	10 00 11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10 1 15
Kippered Herring, 1-lb.	1 60 1 90
Herrings in Tomato Sauce	1 70 1 90
Herrings in Shrimp Sauce	2 00 ....
Herrings in Anchovy Sauce	2 00 ....
Herrings a la Sardine	2 40 ....
Preserved Bloaters	1 85 1 90
Real Findon Haddock	1 85 1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20 $1 35
" " " 2 "	2 30 2 50
Comp Corn Beef 4-lb. can	....
" " " "	7 75 8 25
" " " 14 "	15 00 16 00
Minced Callops 2 "	.... 2 60
" " 2 "	2 60 2 65
Lunch Tongue 1 "	3 40 3 50
" " 2 "	.... 6 00
English Brawn 2 "	2 75 2 80
Camb Sausage 1 "	.... 2 50
" 2 "	.... 4 00
Soups, assorted 1 "	.... 1 50
" " 2 "	.... 2 25
Soups and Boull. 2 "	.... 1 80
" 6 "	.... 4 50

Acme Sliced Beef. No. 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz. 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40 1 50
" 2 lb.	2 60 2 75
" 4 lb.	5 50 5 80
" 6 lb.	8 50 8 80
" 14 lb.	17 50 18 00
Roast Beef, 1 lb.	1 40 1 50
2 lb.	2 60 2 75
Luncheon Beef, 1 lb.	1 60 1 70
2 lb.	2 75 2 85
Brawn 1 lb.	1 30 1 40
" 2 lb.	2 35 2 50
" 6 lb.	6 60 6 80
" 14 lb.	14 50 15 00
Ox Tongue, 1½ lb.	7 00 7 20
" " 2 lb.	8 50 8 80
" " 2½ lb.	10 75 11 00
Lunch Tongue, 1 lb.	3 35 3 50
" " 2 lb.	6 50 6 80
Chipped Beef, ½ lb.	1 60 1 70
" " 1 lb.	2 65 2 80
Pigs' Feet, 1 lb.	1 65 1 75
" " 2 lb.	2 45 2 60
Potted Meats, Tongue or Ham ¼ lb.	70 75
Potted Meats, Tongue or Ham ½ lb.	1 20 1 25
Potted Deviled Ham or Tongue, ¼ lb.	70 75
Potted Deviled Ham or Tongue, ½ lb.	1 20 1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00 3 15
" 1 pt.	2 00 2 10
Gelatine of Boar's Head, 2 lb.	3 00 3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00 3 10
Plover Roast	5 00 ....
liced Gold Band Bacon	3 00 ...

Codfish.	per doz
Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.

ADAMS & SONS CO.

	per box
Tutti Frutti, 36 5c. bars	$1 20
" "(in cream pitcher) 36 5c bars	1 20
" "(in sugar bowl) 36 5c bars	1 25
" "(in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs.	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Belleville, Ont.
Send for price list. Mention GROCER.

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

THE MOST NUTRITIOUS COCOA.

EPPS'S

GRATEFUL—COMFORTING

COCOA

In labelled Tins. 14 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to

Meadow Sweet Cheese Co.
P.O. Box 2321, Montreal
For Price List.

COWAN'S

Hygienic and Perfection — **Cocoas** and Cocoa Essence
Queen's Dessert, Royal Navy and Perfection — **Chocolates**
Chocolate, Pink, White, Lemon Color — **Icings** A child can ice a cake in three minutes.

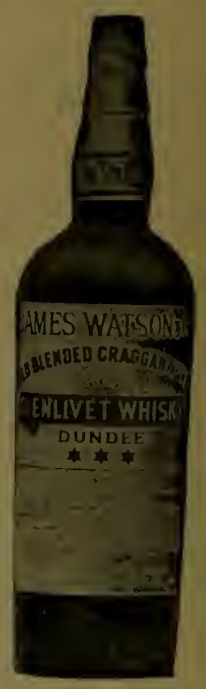
Cowan's Famous Blend Coffee is perfection in strength and flavor

THE COWAN CO. LTD. - TORONTO

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & CO HALIFAX, N.S. ESTABLISHED 1844 IS THE BEST.

ASK FOR

MOTT'S



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.
Agents for the Dominion
10 Lemoine St.
MONTREAL

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, ackages	1 40

CHOCOLAT MENIER.

Vanilla— per lb.	In 5 case lot.	Cases of 10x12 lb bxs	In 12 lb bxs
Yellow wrapper,	$ 0 32	$ 0 34	$ 0 36
Unsweetened—			
Blue Premium	0 35	0 37	0 39
		Per case.	Less than case
Pastilles—			
Yellow wrapper, 108 bxs. to the case		$20 00	0 20
Croquettes—			
Yellow wrapper, 9 bxs. of 12 packages		$20 00	0 20

FRY'S.
(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram," ½'s, 14lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	4 50
" 1 lbs. "	8 25
Homeopathic, ¼'s, 14lb. boxes	....
" ½ lbs. 12 lb. boxes	33

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate. 0 21	0 43
Mott's Sweet Chocolate Liquors. 0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In hxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ¼ " " "	0 29
" ⅛ " 5 or 10 "	0 30

SCHEPP'S

Improved in packages—	per lb
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	

YOU CAN'T

afford to be without **T. B. & C. Co.'s Cream Sodas.** If your customers ask for them don't say "we are out of them, here is something just as good." Be honest with yourself. Don't let your stock run out. Drop us a card if the traveller is not within reach. Mail orders will receive prompt attention. **T. B. & C. Co.'s Cream Sodas** are as staple as Tea and Coffee.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. **7 FRONT STREET EAST, TORONTO.** **S. R. PARSONS.**

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb	....	....
Improved Shredded, "	....	....
Beaver "	....	....
Macaroon "	....	....
Desiccated "	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 13 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 18 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

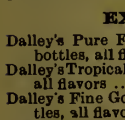
Mecca	0 34
Damascus	0 30
Cairo	0 25

TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	0 34
Our Own "	0 32
Jersey "	0 30
Laguaya "	0 26
Mocha and Java	0 32 0 34
Old Government Java	0 30 0 32 0 35
Arabian Mocha	0 32 0 34
Maracaibo	0 26 0 28
Santos	0 22 0 25
Crushed East India	0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25
Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles gross	12 00
Ketchup, Screw Top "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00



BOVRIL

	per doz.
Bovril—1 oz. bottles	$2 00
2 oz. "	3 75
4 oz. "	6 50
8 oz. "	11 25
16 oz. "	18 25
Small bottles, (to make one cup)	1 00
Invalid Bovril—2 oz. jars	3 85
4 oz. jars	6 55

BI-CARB SODA.

Standard, per keg of 112 lbs	2 40	2 50

FRUITS.

FOREIGN.		per lb.
Currants—Provincials, bbls	0 04⅞	0 05
" " ½ bbls	....	0 05
" Filiatras, bbls	0 05	0 05⅛
" " ½ bbls	0 05	0 05⅛
" Patras, bbls	0 05¾	0 06
" " ½ bbls	0 05¾	0 06
" " cases	0 05¾	0 06
" Vostizzas, cases	0 07	0 08
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 05¼	0 06
Figs—Eleme, 10 oz	0 07½	0 00
" " 10 lb	0 09	0 12
" " 18 lb	0 11	0 13
" " 28 lb	0 13	0 14
" taps	0 03	0 04
" natural, boxes	0 05	0 06
" ditto, bags	....	0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07¼	0 08¼
Malaga		per box.
" London Layers	1 60	1 80
" Dehesa Clusters	3 50	4 00
" Imp. Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb	0 02	0 03½
" evaporated	0 03	0 05

FOOD.

	per brl.
Split Peas	$3 25 $3 50
Pot Barley	3 25 3 50
Pearl Barley, XXX, 49-lb. pkt.	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYOIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz	95
1 " " Red, "	1 00

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—50 to 60 dy, $1.74 Pittsburgh, duty included, or $1.95 Toronto.

HORSE NAILS—

Canadian, dis. 50 per cent.

HORSE SHOES—

From Toronto, per keg 3 35

SCREWS—Wood—

Flat-head bright, 87½ and 10 p. c. dis.
Round-head bright, 80 and 10 p. c. dis.
Flat-head brass, 82½ and 10 p. c. dis.
Round-head brass, 75 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)		1 35
ROPE—Manilla	0 07½	0 08½
Sisal	0 05⅞	0 06⅞
AXES—Per box	5 25	9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—

Heavy T and strap, 70 per cent.
Screw, hook and strap 2 40 3 50

WHITE LEAD—Pure Association guarantee, ground in oil.

	per 100 lbs.
25 lb. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—

Selected packages, per gal. 0 40
2c. extra outside points.

LINSEED OIL—

Raw, per gal	0 41	....
Boiled, "	0 44	....

2c. extra outside points.

GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

range Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams " " 1 55	1 90
Red Currant Jelly	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. oans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD. JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8 00
Banagher	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac—		
1 Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqucur. 14 years old	15 50	16 50
In wood—Fine old Scotch	4 40	
Special old Scotch	5	

MUSTARD.

COLMAN'S OR KEEN'S.

Squsre Tins—	per lb.
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.	per gross.		
Pony size	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 00
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B"	0 03⅝	0 03⅞
Patna	0 04¾	0 05¼
Japan	.....	0 05
Imperial Seeta	.....	0 05¼
Extra Burmah	0 04¼	0 04⅜
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

ROOT AND GINGER BEER.

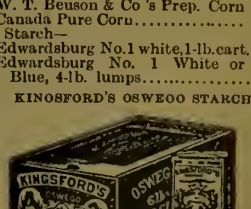
Adams' 10c. size, per doz	$ 80
" " " gross	9 00
" 25 " " doz	1 60
" " " gross	18 00

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canuisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Beuson & Co 's Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rico Starch—	
Edwardsburg No.1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINOSFORD'S OSWEGO STARCH.



SILVER GLOSS	40-lb. boxes. 1 lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08
PURE—16-lb. boxes		0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	0 07½

There are reasons for it.

FOR WHAT ?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS ?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO / STARCH — 38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS — Silver Gloss	0 07½
Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs.	0 04¾
Kegs, 100 lbs.	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, single barrels....	0 04 7-16
Redpath and St. Lawrence, 5-barrels	0 04⅜
Acadia, single barrels....	0 04⅜
" 5 "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05⅝ 0 05½
" in 50 lb. boxes....	0 05½ 0 05⅝
Extra Ground, bbls. Icing....	0 05⅝ 0 05½
Powdered, bbls	0 05 0 05¼
Very bright refined	0 03¼ 0 04⅛
Bright Yellow	0 00 0 03¾
Dark Yellow	0 00 0 03⅜
Demerara	0 03⅞ 0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark.....per gallon.	0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (com)	....	0 40
" 2 gal. pails	....	1 00
" 3 gal. pails	1 35	1 40

MOLASSES.

Barrels	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot	4 20
Box Lot	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.	....	0 35
" " 60 ½-lbs. / " " 30 1-lbs.	....	0 35
" " 120 ½-lbs.	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings	0 07½	0 11

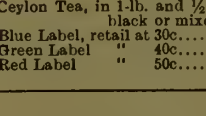
LIPTON'S TEAS.

No. 1 Ceylon, retailed at	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices,

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c	0 20
Brown Label, ½ lbs. retailed at 26c	0 21



Green label, retailed at 30c	0 22
Blue label, retailed at 40c	0 30
Red lable, retailed at 50c	0 36
Gold label, retailed at 60c	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c		0 22
Green Label " 40c		0 28
Red Label " 50c		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 73
Ingots, rough and ready, 8's	0 71
Laurel, 3's	0 63
Brier, 7's	0 61
Index, 7's	0 58
Honeysuckle, 8's	0 70
Napoleon, 8's	0 64
Victoria, 12's	0 61
Brunette, 12's	0 58
Prince of Wales, in caddies	0 62
" " in 40-lb. boxes	0 62

WASHING POWDER.

"SILVER DUST"

Case.... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case.... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz
Palls, 2 hoop, clear, No. 1	$ 1 45
" 3 " " " "	1 60
" 2 " " " 2	1 40
" 3 " " " 2	1 55
" " " painted " 2	1 40
Tubs, No. 0	8 00
" 1	6 50
" 2	5 50
" 3	4 50

THE E. B. EDDY CO.

Washboards, Planet		1 60
" XX		1 40
" X		1 25
" Special Globe..		1 50
Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross	$ 2 00
" 10 " "	1 10
" 2 Tiger,	5 00
" 4 " "	2 00

Young & Smylie's

Newest...
Specialty

MINT... PUFF-STRAPS

RECOGNIZING the great popularity of peppermint with the sweets-loving public, we are the first to introduce to the trade Pliable Licorice containing this flavor.

The delicious quality of our Pliable Licorice is well known; it is matchless in this respect as well as in its flavor and finish.

Our Triple Tunnel Tubes and Navy Plugs are great favorites also, and are made of the same material, although flavored differently. . . . . .

We recommend all these goods as suitable for Summer Trade; they will please the most exacting taste as wholesome, smooth and palatable confections. . . .

For . . . . .

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by...
Chas. Boeckh & Sons, Toronto.
The H. A. Nelson & Sons Co., Montreal.

THE
Oakville Basket Co.

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

BOVRIL

is the guaranteed product of Prime Ox Beef. It is made from the choicest cattle raised in the Argentine Republic and in Australia.

BOVRIL

differs from ordinary Beef Extracts and Home-made Beef Tea in this way: Extracts and Beef Tea are only stimulating, whereas

BOVRIL

is stimulating, nutritious and **life sustaining.**

BOVRIL LIMITED
30 Farringdon St.
LONDON, E.C.
Canadian Branch :
27 St. Peter St., Montreal

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

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The Dry Goods Review and The Canadian Grocer **$3.00**

Send for Samples.

THE DRY GOODS REVIEW
TORONTO . . . . MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

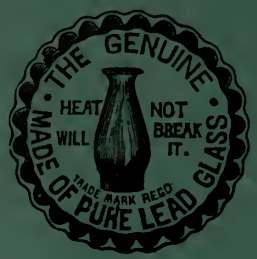
HEAD OFFICE—TORONTO.

W. C. MACDONALD, Actuary
J. K. MACDONALD, Managing Director.

THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

GOWANS, KENT & CO., - TORONTO

DAINTY DESSERTS

. . FOR . .

DAINTY PEOPLE

MADE FROM

KNOX'S SPARKLING CALVES' FOOT AND BOSTON CRYSTAL GELATINES.

The Knox Gelatine Works are known as the cleanest factories of the kind in the world. Nothing but pure spring water is used for cooking, which insures that clear, sparkling effect that other manufacturers cannot get. The motto is, "Your money back if not thoroughly satisfied.

C. B. KNOX, Mfr.

JOHNSTOWN, N.Y.

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William H. Dunn - - - Montreal
Beattie & Elliot - - - - Quebec
C. & E. MacMichael - - St John
Alfred D. Hossack, Vancouver, B.C
H. F. Baker - - - - Halifax, N.S.

CHARLES F. CLARK. President. EDW. F. RANDOLPH Treasurer

ESTABLISHED 1849.

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MERCANTILE AGENCY

THE BRADSTREET COMPANY, PROPRIETORS

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Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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Cor. Jordan and Melinda Sts.

THOS. O. IRVING, Superintendent.

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and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

"GILT EDGE"

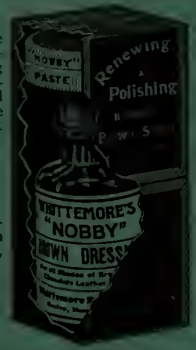
The only Ladies Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried, always used. Largest quantity. Finest quality Retails at 25 cents.

"NOBBY" BROWN COMBINATION

Package contains a 4-oz. bottle of Nobby Brown Dressing and a full-size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and waterproof polish. Retails at 25 cents

"JEWEL" BROWN COMBINATION

Package contains a 2-oz. bottle of Brown Dressing and a small decorated tin box of Brown Polishing Paste. The dressing cleans and renews the surface of the leather and the paste adds a brilliant, durable and waterproof polish. Retails at 10 cents.



BOSTON LIQUID WATERPROOF BLACKING

For men's and boys' shoes, produces a brilliant jet black polish without brushing, thus saving time, labor and money. Retails at 25c.

PATENT LEATHER POLISHING PASTE

For giving patent leather shoes a quick, BRILLIANT and WATERPROOF lustre without INJURY to the leather.

For sale by—

All Wholesale Grocers.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List

C. P. FABIEN 3167-3171 Notre Dame St., MONTREAL

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, JUNE 18, 1897. No. 25

SELL ONLY THE BEST!

In Competition with the World we have received the

HIGHEST AWARDS MADE.

These ...substantiate ...our claim that

COLMAN'S MUSTARD

IS THE BEST IN THE WORLD.

PEEK FREAN & Co's

BISCUITS AND CAKES.

Have obtained great Celebrity for their PURITY & EXCELLENCE

Factory—LONDON. Sample Room—Schepp Building, Hudson and Duane Sts, NEW YORK.

VERY OLD
HIGHLAND WHISKY.

GOLD MEDAL CALCUTTA EXHIBITION

Cockburn & Co.
ESTABLISHED 1796. *Leith & London.*

Try——

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

TANGLEFOOT

SEALED STICKY FLY PAPER

YOUR JOBBER SELLS IT...

STILL FURTHER IMPROVED.

BORDER	STRONGER AND MORE PLIABLE
STICKY	STICKIER AND MORE ENDURING
DESIGN	NEW AND PRETTIER
PRICE	LOWER
PROFIT	LARGER

Prices for 1897.

REGULAR 45 CENTS A BOX (10 boxes in a case)
$3.80 PER CASE

"LITTLE" 18 CENTS A BOX (15 boxes in a case)
$2.10 A CASE.

HOLDERS: $1.00 per Box of 50

Tippet's Page

of Highest Qualities

In Purity

there's Business.

"Hand in Hand" go purity and strength and business. The "Hand in Hand" brand means a sturdy union of highest qualities. $98\frac{50}{100}$ pure Bicarbonate of Soda! The brand that never varies. As pure as pure can be. No other brand means so much to you from a quick, sure, profit point of view.

100 Medals

for absolute purity and strength and superiority every way over all other Cocoas. This is the unequalled record of Fry's Cocoa. 3,000 employees in their factory—the largest of the kind in the world.

Fry's Cocoas

Fresh Pack

New—just in from the waterside. No old stock, half cleaned—half cured, in all their dirt and slime. Nothing but the best fish carefully cleaned, cured and packed. The old reliable

Thistle Brand **Finnan Haddies**

100 years

of unvarying quality—the highest. Lazenby's Soup Squares have steadily grown in favor, all that time. They are leaders of confidence—everyway. Seasonable *now*, for campers and picnickers. Always handy in the kitchen. 13 varieties. They never fail to satisfy; hence, they make good business for you.

Lazenby's Soup Squares.

Agents for the Dominion:

A. P. TIPPET & CO.
Montreal and Toronto

F. H. TIPPET & CO.
St. John, N.B.

The St. Lawrence Sugar Refining Co.
LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

"I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR,** indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar

with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

Don't Deceive Your Customers

by offering them an imitation because it costs you a few cents less.

Remember . . .

that which is imitated must be the Best.

MacLaren's Imperial Cheese

is unequalled for

Cottage, Cruise, Camp and Palace.

IT PAYS TO HANDLE SUCH GOODS.

FOR THE

Whitest
Lightest
and
Sweetest
Cakes

USE

Ocean Wave Baking Powder

Manufactured by the

Hamilton Coffee and Spice Co. Limited

HAMILTON, ONT.

ELECTRICALLY-WELDED STEEL WIRE-BOUND

Butter Tubs

THE HOOPS

are tinned making them impervious to rust.

THE HOOPS

are corrugated allowing for expansion and contraction of the tub.

These tubs attain a degree of strength and appearance which only wire hoops can give.

The E. B. EDDY CO. Limited

HULL, QUE.

38 Front St. West - - TORONTO
61 Latour St - - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

Consider

The largely increased sale; unbounded satisfaction given, and handsome margin made handling our

STANDARD BLACK TEAS

The 400 Select, Morning Luxury
The Globe
Imperial Congou, Russian Congou

Combining delicious, aromatic and stimulating qualities, together with absolute purity—and our guarantee that the high standard is always maintained.

New York Ginger Ale

Have your customers tried it? Give them a chance. Nothing like it during the hot weather. Everybody likes it---everybody buys it: You make the profit. 1 dozen in case; 5 case lots and over, 80 to 85c. per case, delivered, according to distance.

W. H. GILLARD & CO.

JOHN MOUAT,
Northwest Rep., Winnipeg

HAMILTON

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, JUNE 18, 1897 ($2.00 per Year) No. 25

CANADA'S PROGRESS IN THE VICTORIAN ERA.*

By John A. Cooper, B.A., LL B.

IN respect for herself, in respect for the Empire of which she forms a part, in respect for honor and virtue, in respect for the righteousness which exalteth a nation, Canada stands an easy first among the colonies of Great Britain. Blessed with a climate which conduces to vigorous mental and physical manhood, with a natural wealth unequalled by what has been given to any other country on the globe, and with a vast extent of territory which may yet hold a hundred millions of people, she possesses prospects which most of the nations of the earth might envy, and not prospects only—for the record of her progress during the present century, and especially during the Victorian era, shows that her wealth has increased a hundredfold. New provinces have been built where, in 1837, there were only trees and wild animals and the unprogressive redman. Towns and cities have sprung up all over the best portion of this British part of North America. Many miles of canals, thousands of miles of railways, and tens of thousands of miles of good wagon roads, have been built, and the land is full of the hum of commerce. Ships have been built and rebuilt, and Canada's commercial navy ranks fifth in the vessel tonnage of the world. Where in 1831 there were a million of people, there are now over five million. In 1837 her total trade was less than thirty million per year; now it is over two hundred million. In 1837 there were fifteen miles of railroad, and now there are over fifteen thousand, with yearly earnings of about fifty million of dollars. In 1837 British North America consisted of a half-dozen isolated colonies with no connection or sympathy. Now all these, with several new and important communities (but excepting Newfoundland) are numbered under one government, with a growing unity of sympathy, aim and national feeling, and blessed with a system of government—federal, provincial and municipal—which is unequalled anywhere.

*Condensed from an article in The Canadian Magazine for June.

FREEDOM OF TRADE.

In the Act of Union of 1840 it was enacted that nothing in that Act should prevent the Parliament of the United Kingdom from establishing regulations or prohibitions regarding trade, or for the imposing, levying or collecting duties for the regulation of navigation or for the regulation of the commerce of the Province of Canada, provided always that the net produce of all duties so imposed should be applied to and for the said Province of Canada. It will thus be seen that the trade of the province was not wholly within local control, and that Great Britain still directed Canada's external trade policy. A great many concessions concerning revenues and disbursement were made by the same Act, but it was not until 1847 that the colonies in North America received full control of their customs tariffs. In that year the navigation laws were repealed by the Imperial Parliament, and from that time forward the home authorities would not interfere with a colonial trade policy, no matter how much it might be regretted. These concessions were due in part to the "Free Trade Policy" which was then so prominent in the British Governmental policy, and in part to the policy of allowing the colonies almost entire independence in all matters which related to their domestic welfare.

The indirect result of this change of trade policy was the Reciprocity Treaty of 1854 between the United States and Canada, or rather Great Britain for Canada. This treaty gave fishermen of the United States the right to take fish of every kind, except shell fish, on the sea-coasts and shores, and in the bays, harbors and creeks of the British provinces, without being restricted to any distance from the shore. The salmon and shad fisheries were not to be included. British fishermen were to have similar rights on the eastern coasts of the United States north of the 36th parallel. Certain commodities, such as grain, flour and breadstuffs of all kinds, animals, meats, poultry, fish, lumber, hides, ores of metals, rice, hemp and manufactured tobacco, were to be admitted free into each country. The St. Lawrence and the Canadian canals were to be as free to the United States people as to British subjects. It remained in force for eleven years and was mutually beneficial, although the United States Government put an end to it by giving the arranged year's notice. The interchange of commodities in the previous eight years averaged $14,230,763; while in the first year under the treaty it rose to $33,492,754, and to $50,339,770 in the third year.

Since this change in Imperial Policy, mentioned above, Canada has arranged its own tariff. Up to the 7th of August, 1858, the duties were not exceedingly high. The highest ad valorem duty was 20 per cent., and this was only on leather and rubber manufactures. The average of the charges on dutiable goods was less than 10 per cent., and there was a large free list. After 7th of August, 1858, there was an increased rate, the ratio of duties collected to total imports being 11.6. Manufactures of leather paid 25 per cent.; a long list, including cashmeres, silks, straw goods, rubber goods, jewelry, hats, caps and bonnets, guns, patent medicines, tools, woolen goods, etc., were taxed 20 per cent., and a specific duty was imposed on coffee, spirits, ale, wine, sugar, tea, tobacco, etc. In 1878 a higher rate of duties was imposed under what is known as the "National Policy." The rate on dutiable goods varied from 20 to 50 per cent., averaging about 31 per cent. The total duties collected amounted, however, to but 16 per cent. on the total imports. The total imports in 1895 were $110,781,-

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Wholesale Grocers - TORONTO.

TELEPHONES 399 AND 1399.

682, of which $42,140,475 were free. On these the duty collected amounted to $17,887,269 or 16.1 per cent. on the total imports. In other words, the duties in 1859 were to the duties in 1895 as 11.6 is to 16.1.

The present year has been marked by a new tariff policy, the effect of which it is too early to estimate. The features of it are a change from specific to ad valorem duties, a reduction of the Customs collected on raw materials, an increase in the excise duties, and a reduction of 12½ per cent. on imports from Great Britain. The policy of the present Government would seem to be to promote trade within the Empire, and to leave Canadian manufacturing industries to work out their progress under a moderate protective tariff.

A reciprocity treaty with France came into force on the 14th of October, 1895. Several attempts have been made since 1865 to negotiate a new reciprocity treaty with the United States, but without success.

EXPANSION OF TRADE.

The accompanying tables show the expansion of the imports and exports since 1837. The total trade in 1837 of all the colonies now comprised in the Dominion of Canada was about $29,100,000. In 1895 the total trade was $224,420,485, or an increase of about 671 per cent. in the sixty years. The tables show how gradual and steady has been this expansion. There is nothing exceedingly startling about it, but to us who know the difficulties under which Canada has labored the result is highly gratifying.

At first the trade was restricted by the trade policy of the Mother Land. After this it was hampered by prejudices caused by Canada's colonial position, by mistaken ideas of Canada's climate and resources and by the scattered nature of the settlements. Great railroads have been built across the continent, and yet trade is limited in some directions. The world knows Canada better than it ever did, but not so well as it should. At present the prospects for trade expansion are brighter than ever before in the history of the country.

COMPARATIVE TABLE OF EXPORTS.

	1837	1857	1868	1878	1887	1895
Produce of Mine	$ 1,000,000	$ 286,469	$ 1,276,729	$ 2,762,762	$ 3,796,496	$ 6,981,550
" " Fisheries	4,400,000	540,113	3,357,510	6,853,975	6,875,810	10,692,247
" " Forest	6,000,000	11,730,387	5,470,042	5,912,139	3,574,885	5,517,342
Animals and their Products		2,107,240	6,893,167	14,019,857	24,246,937	34,387,770
Agricultural Products	500,000	8,882,825	12,871,055	18,008,754	18,826,235	15,719,128
Manufactures		398,821	15,675,274	17,780,776	19,999,296	26,144,376
Miscellaneous	700,000	121,120		401,871	644,361	85,938
Value of Ships built at Quebec		1,383,444				
Estimate of Unreported Exports		1,556,205				
Coin and Bullion and Short Returns			7,827,890	2,418,655	3,002,458	7,625,409
Foreign Products			4,196,821	11,164,878	8,549,333	6,485,043
Total	*$12,600,000	$ 27,006,624	$ 57,567,888	$ 79,323,667	$ 89,515,811	$113,638,803

*The figures for 1837 are only approximately correct.

COMPARATIVE TABLE OF IMPORTS.

WHENCE.	1837	1857	1868	1878	1887	1895
Great Britain	$ 11,200,000	$ 17,559,025	$ 36,663,695	$ 37,431,180	$ 44,962,233	$31,131,737
North American Colonies		751,888	1,634,414	672,665 Newfoundl'd	354,342	239,850
West Indies	2,000,000	26,823	1,396,553	1,033,849	1,942,182	4,794,020
United States	1,300,000	20,224,651	26,315,052	48,631,739	45,107,066	54,634,521
France			1,365,295	1,385,003	2,073,470	2,585,174
Germany	400,000		485,943	399,326	3,235,449	4,794,159
Other British Provinces	300,000		938	156,540	774,987	692,671
Other Foreign Countries	1,300,000	868,211	1,645,770	1,489,275	7,189,699	5,860,379
Free Goods			2,477,646			
Total	*$16,500,000	$39,430,598	$71,985,306	$91,199,577	$105,639,428	$105,252,511

* The figures for 1837 are only approximately correct.

COMPARATIVE TABLE OF POPULATION.

PROVINCE.	1831	1841	1851	1861	1871	1881	1891
Ontario	236,702	455,688	952,004	1,396,091	1,620,851	1,926,922	2,114,321
Quebec	553,134	†697,084	890,261	1,111,566	1,191,516	1,359,027	1,488,535
Nova Scotia	¶160,000	¶225,000	276,854	330,857	387,800	440,572	450,396
New Brunswick	‡119,557	¶150,000	193,800	252,047	285,594	321,233	321,263
Manitoba					18,995	62,260	152,506
British Columbia			¶1,500	3,420	36,247	49,459	98,173
Prince Edward Island	*32,292	¶35,000	¶50,000	80,857	94,021	108,891	109,078
Territories						56,446	98,967
Total	1,101,685	?1,562,772	2,364,419	3,176,838	3,635,024	4,324,810	4,833,239

† 1844. ? Population in 1840, according to Bourinot's "Canada," p. 366, was 1,500,000.
* 1833. ‡ 1834. ¶ Estimated.

It Will Pay You to Handle

L. S. & B. blends COFFEE

Tins contain 25 and 50 lbs. We pay freight on 100-lb. lots.

LUCAS, STEELE & BRISTOL - - Hamilton

DEMERARA CRYSTALS

We have a line of Demerara Crystal Sugar which we are offering at low figures.

WRITE FOR SAMPLES.

JAMES TURNER & CO. - - HAMILTON, ONT.

Worth Watching!

Campers, Cyclists, Fishing Parties and Picnics, all use

"REINDEER BRAND"

CONDENSED GOODS.

Are you selling to them?

PICNIC GOODS ARE NOW IN DEMAND

We have them

Laing's Cooked Corned Beef (1's, 2's, 6's and 14's.)
Armour's Cooked Corned Beef and Potted Meats.
Clark's Cooked Corned Beef and Potted Meats.

NO DELAY if you order from us. We ship promptly.

THOS. KINNEAR & CO. WHOLESALE GROCERS 49 FRONT STREET EAST TORONTO

RAILROAD PROGRESS.

Canada was slow in securing railways and the resultant advantages of improved communications. The canal system was developed early, but a railroad policy was not adopted as soon as it might have been. The first railroad was opened in England in 1825 and the great Liverpool and Manchester road in 1830. By this date there were 23 miles in operation in the United States. The first steam railroad in Canada was not operated until 1837, and it was a very short line of fifteen or sixteen miles, from Laprairie to St. John's, in the province of Quebec (then Lower Canada). In the next twelve years we find a very slow growth, Canada having 50 miles in 1849, while the United States had 9,021 miles. After that period the growth was more rapid, there being 850 miles in 1856, 1,880 miles in 1860. The accompanying table shows more fully the growth during the different periods.

RAILWAY PROGRESS.

	1837	1849	1856	1860	1875	1885	1895
Miles	15	54	850	1,880	4,856	10,150	15,977
Passengers					5,190,416	9,672,599	13,987,580
Tons of Freights					5,670,836	14,659,271	21,524,421
Earnings				*$6,722,666	$19,470,539	$32,227,469	$46,785,487

*See Dent's "Canada Since the Union of 1841," Vol. II., 140.

Notwithstanding the fact that railroads were more necessary in Canada than in Great Britain, there does not seem to have been the same rush to build them, and the "mania of 1845" did not extend to this colony. The epidemic, however, struck the country later, and 1850 to 1860 was a great railroading decade. In 1851 Montreal and Boston were connected, and on the occasion of the opening of this road a great international celebration was held in Boston. Under large photographs of Lord Elgin and President Filmore, which were hung across a street, was this inscription :

Now let us haste those bonds to knit,
And in the work be handy,
That we may blend "God Save the Queen"
With "Yankee Doodle Dandy."

There was a procession three and a half miles long, and a banquet, at which 3,600 people were present.

In 1853 the first locomotives in Upper Canada (Ontario) were run over the Northern Railway, from Toronto to Bradford.

In this year the freight tariff of the Grand Trunk Railway (from Montreal to Portland) was one of the first documents published in Canada to use the dollars and cents system instead of the pounds, shillings and pence.

In November, 1856, some 4,400 people gathered at a banquet in Montreal to celebrate the opening of the Grand Trunk Railway from Toronto to Montreal. This railway was the first great road built in what is now known as the Dominion of Canada. Some of the shorter roads were very primitively conducted in those days. On one Quebec road, it is said, there was but one coach on the train, and it often contained butter, eggs, fish, vegetables, sheep, calves and passengers.

One great difficulty at this time was the crossing of the St. Lawrence at Montreal. The freight and passengers had to be taken across in barges, steamboats and sleighs. Twice a year, when the ice was forming or breaking up, traffic would be delayed one to three weeks. On Aug. 25, 1860, the Prince of Wales opened the Victoria tubular iron bridge across this river, a structure which is nearly two miles in length, is sixty feet above the water, is borne on twenty-four piers and cost $7,000,000. The engineer and designer was A. M. Ross, and he was assisted by Robert Stevenson.

From this date forward transportation through Canada began to grow rapidly. Before 1860 the Hudson Bay Company sent its supplies for the Northwest via sailing vessel to York Factory in Hudson's Bay. After that date they were sent via steamboat to Montreal, Quebec or Portland, thence by railroad to St. Paul and then overland to Fort Garry.

Much money was lost by the early railroads being built with the wide gauge, five feet six inches. Two notable exceptions were the Toronto and Nipissing and the Toronto, Grey and Bruce, which were built with a three feet six inch gauge. As the four feet eight and a half inch gauge was used by the United States roads, it became necessary to adopt it in Canada. The change from one width to the other entailed a great expense. Another source of loss was occasioned by trying to use heavy English locomotives on the Canadian roads, with their light ballast, their sharp curves and their winter snowdrifts.

The building of the Intercolonial and Canadian Pacific railroads since Confederation have been large undertakings, which have cost Canada a great deal of money, but which have made possible a genuine confederation of the different provinces. Compared with her population, Canada has greater railroads than any other country in the world.

Canada's latest engineering feat is the construction of the St. Clair Tunnel under the St. Clair River. It is 6,026 feet long, or, with approaches, 11,553, and cost $2,700,000.

One feature which strikes the student of recent Canadian history is the fact that the Canadian "upper ten" are, to a great extent, railroad people. A great number of the rich and important men in Canada are men who have made their fame and their wealth in promoting, building or managing railroads. Perhaps this is due to the magnanimity of the municipalities and of the Dominion and Provincial Governments in lavishly and unreasonably bonusing every

PROFIT-SHARING.

We give you the middleman's profit because we skip the middleman entirely. You get the highest quality because we can afford to give it to you by doing business this way. In buying direct from the Mills you're sure of getting this "Molina" clean and fresh. Your customers will blame **you** if they buy a Musty Rolled Wheat. Does it pay to take chances when we offer you a certainty and share profits with you besides on

Molina Rolled Wheat?

From Manufacturer to Retailer—direct

THE TILLSON COMPANY, LIMITED
TILSONBURG, ONT.

There is only

ONE

FLY PAD

AND

Archdale Wilson & Co.

Wholesale Druggists

HAMILTON

Are its Manufacturers.

BEWARE of illegal imitations, the sale of which will render you liable to heavy fines and costs.

PERPETUAL INJUNCTION

[COPY]

IN THE HIGH COURT OF JUSTICE

Before COLIN G. SNIDER, ESQ., Local Judge of this Court at Hamilton

THURSDAY, THE 20th DAY OF MAY, A.D. 1897

Between ARCHDALE WILSON & CO., Plaintiffs
And FRANK W. MERRILL, Defendant.

Upon the application of the plaintiffs for an order to continue the Interim Injunction granted herein by Colin G. Snider, Esq., Local Judge in Chambers, on Monday, the 17th day of May, A.D. 1897, upon reading the Notice of Motion to continue the said Injunction and upon hearing what was alleged by Counsel for the Plaintiffs, and Defendant and Counsel agreeing that the said Motion should be turned into a Motion for Judgment,

THIS COURT DOTH ORDER and adjudge that the Defendant be forever restrained from manufacturing, selling or dealing in fly poison prepared in felt, pulp or paper in the shape of a square, circular, pad, octagon, mat, welt or shield, or any form whatever where the felt, pulp or paper is smaller than twelve inches square and weighs more than an eighth of a pound to the square yard, and from using boxes, labels or envelopes such as those heretofore and now used by the said Defendant, or similar in any manner to those used by the Plaintiffs.

And this Court doth further order and adjudge that the Defendant do pay to the Plaintiffs the costs of and incidental to this action forthwith after taxation thereof.

Upon motion of Mr. Thomas Hobson, of Counsel for the Plaintiffs.

By the Court.

S. H. GHENT, Deputy Clerk.

You know this brand.
Your customers know the quality.
You know what to do.
We're ready for you.

Pure Gold Mfg. Co.
TORONTO

How's your supply?

It's astonishing how rapidly our Jelly Powder sells.

Have we your Order ?

railroad corporation which comes into existence.

STREET AND ELECTRIC RAILWAYS.

The first street railway company in Canada was organized in May, 1861, in Toronto. On Sept. 11 the horse-cars were run for the first time on Yonge street in that city. In November of the same year the first cars were run in Montreal. The horse-car system extended slowly until within the past seven years they have been superseded by the electric street cars, run on the trolley system. This electric system has also been extended to short suburban lines, such as between Grimsby and Hamilton, and between Aylmer and Quebec. The advance to be made along these lines is bound up with the general advance to be made in electricity, an advance which cannot at present be estimated or even indicated.

CANALS.

Canals have played an important part in the commerce of Canada, and especially so in assisting the circulation along the great commercial aorta made up of the St. Lawrence River and the great lakes. Even before the Victorian Era a number of canals had been opened for traffic. The Lachine Canal was opened in August, 1825, the Welland Canal in 1829, the Rideau Canal in 1832. In 1843, the Cornwall and Chambly Canals were opened, and enlargements, extensions, and new connections have been continually made since that year, until now there are eight canals between Lake Superior and tidewater, besides numerous canals on the tributary streams. The latest of these eight canals is the Sault Ste. Marie, opened in 1895. The total expenditure on canal building in Canada up to June 30th, 1895, was $78,119,319. Of this amount $20,692,244 had been expended before Confederation, $4,173,921 having been contributed by the Imperial Government. The total revenue from the canals since Confederation is $10,578,258, or an average of $377,795 a year. In 1894, there passed through these canals 23,158 vessels, with a tonnage of 4,060,931 tons.

The original locks of the Lachine Canal had a depth of five feet. In 1871 it was decided to enlarge the canals on the St. Lawrence route to 12 feet, and now the policy is to have a navigable depth of 14 feet. The depth on the sill of the Sault Ste. Marie Canal is 22 feet.

Canada's canal policy, like her railway policy, has lacked unity, and, as a consequence, much money has been spent, and is yet being spent, with little definiteness of object, and without the surety of a profitable return. Government and political exigencies lie at the root of the trouble, and have up to the present time prevented the undertakings being considered and managed from a purely business standpoint.

CANADIAN SHIPPING.

Canada has been building ships ever since about 1723, and claims that the Royal William, built at Quebec in 1830-31, was the first steam-driven vessel to cross the Atlantic. She has now a fleet of over 7,000 vessels, and, comparing her registered tonnage, stands fifth among the mercantile marines of the world. Her vessels connect her with Great Britain and Europe on the east, with Asia and Australia on the west, and dot her inland lakes and her large rivers.

On July 1st, 1867, when Confederation came into force, she had 5,693 vessels, with a registration of 764,654 tons. Now the figures are 15,376, and 895,423. There has been a decline in recent years, as in 1879 there were 7,471 vessels, with 1,332,094 tons.

The development of Canadian railways, canals and shipping has had a most wonderful effect on trade and in opening up new territory. The cost of transportation has been wonderfully lessened. The cost of living in the interior of the country is not much greater than on the coasts, and products from the interior are conveyed to the coasts at a cost remarkably low as compared with the rates demanded in 1837. Nevertheless the development of the Canadian Northwest depends to a great extent on the possibility of still further lowering the cost of transporting the animal and agricultural produce of that region to and beyond the Canadian coasts. This is one of the greatest problems which the people of this country are now facing.

AMONG THE RETAILERS.

THE Wm. Davies Co., Ltd., have started another branch store at 280 Queen street west, Toronto. This firm has now about ten branches scattered over the "Queen City."

Profit on Sugar.

My remarks in last issue on sugar seem to have had some attention paid to them, but it does not appear probable that the merchants will take any steps to remedy the wrong and stop up the leak. They all have come to the conclusion that it is entirely futile to attempt a combination, and claim that it rests entirely with the individual effort rather than with a combined force. Some dry goods men are selling sugar, too, for bare cost, as a drawing card. These would not join any combination of the grocers, but would rather advertise a low price on the strength of the combination; immediately this was done all pledges would blow away with the winds. Several solutions to the question have been offered me this week. One gentleman gave it as his opinion that if the wholesalers would set the price of sugar at an even number of cents per pound, merchants would not do so much cutting. Thus, if sugar were 5c. a pound they would ask for more profit than if the cost were 4 15-16c. per pound. Well, perhaps, there is a good deal in it, but this desired change is not likely to be made. Another gentleman told me that the grocers did not reckon their selling prices on the true cost. In the modern system of conducting a store, the least possible cost for running expenses is 12½ per cent. Now, if this were added to the cost of each article, he claimed grocers would soon raise their prices. Reckoning on this calculation, the grocer who sells 20 pounds of sugar for a dollar, and does not handle an inferior quality, just clears himself. But many are giving 22 pounds for a dollar, which means that they are losing about 9c. on every dollar's worth of sugar they handle. It is rather a lamentable state of affairs. Profits on paper bags would have to be large to make up the deficiency.

Has Opened a Branch.

Last week Mr. C. M. Webb, of 273 Queen west, Toronto, opened up a branch store at Granton, a town about 120 miles west of Toronto and on the main line of the G.T.R. Mr. Webb's purpose in taking this step is to use this country store as a feeder for his city business, by having fresh butter and eggs shipped in on the cold storage cars which the Government has introduced. Shipments are arriving every other day. His son, Mr. Clarence M. Webb, has control of this branch. Such efforts to give satisfaction will, doubtless, be appreciated by his customers.

Department Stores and Groceries.

I had an answer offered me by a King-street grocer to the question: Why do department stores not deal in groceries to as great an extent as they do in other lines? Strange as it may seem, he answered: "Because the profits are not large enough." There are several lines in which they can give bargains, but there are no opportunities to make a fair profit. "Even the co-operative stores in England," he said, "cannot undersell the grocers. A gentleman who arrived just lately from England, and who is well versed in the business of Great Britain, told me that by considering all the grocers' lines he found that the ordinary retailer undersold the co-operative stores by 22 per cent."

A Scheme.

A retail grocer told me of a scheme for striking the department stores, which is receiving favor among the Americans. It is proposed to pass a law compelling stores to sell advertised goods all day long and in whatever quantity required. One of the schemes of these stores is to sell one article at a bargain price, for the purpose of obtaining a reputation for bargains. But, pshaw! they would easily evade that law.

RAMBLER.

SEND FOR SAMPLES

Manufactured by **THE ALPHA CHEMICAL CO., BERLIN, CAN.**

For sale by all the leading Grocers.

"Grand Mogul" Tea

BICYCLES FREE TO GROCERS

No. 1. "**The Mogul,**" High Grade, - - **Price, $100**
No. 2. "**The Pearl,**" High Grade Ladies', - " **100**
No. 3. "**The Forest City,**" Good Strong Wheel, " **75**

ALL HANDSOMELY FINISHED.
HAVE ALL THE LATEST IMPROVEMENTS.

Free upon the following terms:

"The Mogul," to purchaser of 2,000 lbs. Grand Mogul from now to September 1st.

"The Pearl," to purchaser of 2,000 lbs. Grand Mogul from now to September 1st.

"The Forest City," to purchaser of 1,500 lbs. Grand Mogul from now to September 1st.

Hunting Case Gold Watch, to purchaser of 1,000 lbs. Grand Mogul from now to September 1st.

Gold Breast Pin, to purchaser of 500 lbs. Grand Mogul from now to September 1st.

Splendid presents to consumers also. We wish to double our sales the next three months, and therefore offer the above inducements. Will you help keep this excellent Tea before your customers?

T. B. ESCOTT & CO. - LONDON.

Happy Thought Soap

HANDSOME PACKAGE

RETAILS 5CTS. PER BAR

A perfect **Wool Soap** that will wash woollens without shrinking them, and will remove all tea, coffee, and fruit stains, ink, tar or paint.

Unequalled for any Household Purpose.
Unexcelled for the Bath. Ask for Sample.

A. E. RICHARDS & CO., Selling Agents. HAMILTON

Our New Line . . .

"GOOD LUCK" BROOMS

Freight paid on lots of 6 dozen.

The H. A. NELSON & SONS CO., LIMITED, Toronto - Montreal.

COMING GROCERY PICNICS.

LONDON.

THE members of the London Retail Grocers' Association have decided to celebrate their 7th annual by holding a picnic in Queen's Park, that city, on July 21. Last year they had an excursion to Sarnia, for a change, and although the excursion was enjoyable it was not equal to the old-time picnics of former years, with a good programme of sports.

London grocers are noted for their picnics, and this being Jubilee year they purpose having a right loyal time with their friends.

Invitations are extended to the wholesale trade from Montreal to Windsor, and from experience we can guarantee those who avail themselves of the opportunity an enjoyable day with London retail grocers.

TORONTO.

An interesting and lively meeting of the Retail Grocers of Toronto was held last Monday evening in St. George's Hall, with the president, Mr. J. S. Bond, in the chair.

Messrs. H. Brown, S. Sanderson and R. B. MacKay were received as new members.

A communication was received from the City Clerk stating that the City Council had decided to accede to the petition of the grocers and solicit legislation to allow the city to compel farmers and gardeners to sell produce on the market only till 11 a.m.

A committee of five, who had gone to Port Hope and Cobourg to make arrangements for the annual excursion, brought in their report. The people of Cobourg offered to treat them right royally should they visit their town. A band and police protection would be provided free of charge, and a half-holiday would be declared in the town. Several members of the committee wheeled over the road between Port Hope and Cobourg and reported that it would be suitable for the proposed bicycle race between the grocers and travelers.

It was decided, therefore, to go to Cobourg July 21, and the report of the committee re the chartering of the Garden City was received.

The secretary of the association stated that the following donations had been received for prizes at the sports: Messrs. Wright & Copp, a cup for the winners of the baseball match; the Redpath Sugar Refining Co., $25; G. F. & J. Galt, 10 lbs. Blue Ribbon tea; Christie Brown, $25. Several others promised to give donations when further arrangements should be made.

Mr. White introduced a motion to appoint a committee to take whatever steps they might in regard to the abatement of the nuisance of the Italian pedlars at the Customs houses on Yonge street.

The motion received general support. This state of affairs was considered not only a disgrace to the city, but also unfair to pedlars who had to pay taxes.

It will be necessary to apply to the Dominion Government, for it appears they are far enough off the street to be beyond the city's grasp.

After the meeting adjourned the Excursion Committee convened to appoint committees to arrange for the sports on July 21. The Games Committee is composed of Messrs. Kelly, Booth, Sykes, Bell, Davies, McCleary, T. Clark, T. Nolan and — Brazil. Messrs. Gibson, Roberts, White and Bond form the Musical Committee, while Messrs. Gibson, White and Dowswell are to look after the prizes.

The Garden City is to leave Toronto at 7 o'clock a.m. and the fare for the round trip will be $1.

MONTREAL.

The regular meeting of the Montreal Retail Grocers' Association was held in the Monument Nationale on Thursday, June 10. It was decided to invite the following guests to attend their annual picnic, which is to be held at Ste. Rose on Wednesday, July 14, 1897: The mayor and members of the City Council, the president of the Wholesale Guild, the representatives of both Governments for the city of Montreal, the president of the Grocery Travelers' Association, the president of the Grocery Clerks' Association, the president of the Dry Goods Association, the president of the Butchers' Association, the mayor of Ste. Rose, the Hon. Leblanc, Mr. Chauvin, Coroner McMahon, Mr. Larochelle, Mr. Beaudin, Lieut.-Col. Hughes, chief of police; D. Legault, chief provincial and revenue police.

Ex-Ald. T. Gauthier was elected chairman of the judges. Ex-Ald. Turner, ex-Ald. Connaughton, Messrs. E. Hart, J. B. A. Martin, E. Quintell, — Marceau, Albert Hebert, Alex. Orsali, F. H. Hughes, D. H. Rennoldson, D. J. Gilmour, C. Langlois, J. A. Vaillancourt, F. J. Hart, D. Taylor, John Caldwell, John Kay, L. M. Arnaud, C. T. Veaie are to be the judges of the different sports which are to take place.

Joseph Gravel has obtained the contract for the dinner and refreshments, refreshments to be served at city prices. He will supply two tents, in which can be seated more than double the number that could be accommodated in previous years, which will greatly to the comfort of all.

HAVE GOT THEIR CHARTER.

The Canesda Mineral Water Co. of Toronto, Ltd., have just obtained a provincial charter. The total capital stock amounts to $2,000 in 40 shares of $50 each. The following are incorporated: Bertha Ada Van de Carr, Ida Anna Adele Wright, Henry Wright, Arthur Van de Carr and Thomas Macdonald, all of Toronto.

A VISITOR FROM ARGENTINE.

A GENTLEMAN, now of Buenos Ayres, Argentine, but formerly well known to the grocery trade in Toronto, Hamilton and other places in Ontario, is at present visiting old and familiar scenes in Canada. His name is D. M. Rennie, formerly with Alexander Harvey & Co., Hamilton, and later still with the Eby, Blain Co., Toronto. Mr. Rennie went to Buenos Ayres nine years ago, and those who knew him then say he looks the same now as he did then. I do not know anything about that, but he looks well.

Mr. Rennie is in the commission business in Buenos Ayres, and is in Canada on business as well as pleasure bent. He will return to his adopted country in the course of a couple of months.

"Argentine," he said in reply to a question, "is a beautiful country and Buenos Ayres a fine city of 800,000 inhabitants. The country is a fine one and rich in possibilities. The climate is splendid."

"What are its chief products?"

"Wheat, corn, hides, wool, etc. It raises a large quantity of excellent tobacco." And then he pulled from his pocket a sample box of cigarettes. It contained sixteen. "That sells in Buenos Ayres at seven cents."

Mr. Rennie said that another industry which was developing in Argentine was cane sugar. "We have only been producing sugar about three or four years," he said, "but this year we expect to have a surplus of 100,000 tons for export."

"The wheat crop will be unlimited this year if the locust do not touch it. Last year the locust played havoc with the corn." Canada, he thought, would never be able to compete with Argentine as a wheat producer. "Why, you can get Italian laborers to work for about one dollar, gold, per day. Where would you get people in Canada to work during the harvest for one dollar per day? Then they have all the latest machinery down there."

"What are the possibilities for Canada doing business with the Argentine Republic?" I asked.

"Not very much. They want your white pine and spruce, and large lots of your agricultural implements find a market there. England has the bulk of the trade."

When I asked him as to whether he would advise young men in Canada to emigrate to Argentine, he said: "No, unless they have a thorough command of the Spanish language."

The price of strawberries will, in all probability, be very low this season, owing to the large crop in all the strawberry sections.

SPECIAL CAR FOR DRUMMERS.

WE read accounts in American papers of a new scheme for increasing the comforts and conveniences of commercial travelers, while at the same time decreasing their expenses. If it is successful many hotels in the country towns, who have lived largely on the patronage of drummers, will lose their custom.

The scheme consists of a car which is a home on wheels for the occupants who are railway men. The first one left St. Louis the other day. One end of the car was furnished with lockers and shelves for the storage of samples. The other was furnished on the general plan of a houseboat. There were several apartments, in each of which was found a bed and some other pieces of furniture. At the extreme end was the kitchen.

Representatives of different industries were invited to send their man on the car. The points at which the car was to stop were named in the schedule which the originators of the enterprise sent out to the business men.

It is the intention to remain one or two days in every place, the length of the stay to be regulated by the size of the town. If the traveler cannot carry his samples to the store he may invite his customers to the car. At noon, the travelers meet for dinner, and at night the car is attached to an outgoing train and pulled to the next station.

The projectors say that it means a saving of thousands of dollars to the wholesale houses.

A HEAVY FAILURE.

On June 11th a meeting of the creditors of the Boehmer Company, who carried on a general store in Berlin, was held in Assignee Clarkson's office. A large number of creditors were represented, while the array of legal talent was also somewhat formidable.

The Boehmer Company is not the Boehmer Co. (Ltd.) which are carrying on business now. This latter firm is a joint stock company, many of the leading citizens of Berlin being shareholders. It is the old company that is applying for the settlement. It is in the debt of the wholesalers to the amount of $90,000 and has borrowed money to the extent of $48,000 which, with others, make the total liabilities about $144,000. The assets are about $118,000 made up of bank notes to the extent of $64,800, cash $5,200, stock $10,000, and mortgages, real estate, etc., $25,000.

The company offered 50c. on the dollar as a settlement, which some of the creditors were inclined to accept, but others demanded an assignment and a subsequent investigation. Mr. Boehmer decidedly objected to making an assignment, but was willing that an investigation should be made. After an Investigating Committee was appointed the meeting adjourned till the 18th, when this committee will report.

WILL STOP DOWN TOWN.

THE movement of the large retail stores in Montreal up town from St. James street is a process that has been going on for several years.

Many believe that it is inevitable when the banking, insurance and wholesale trades will entirely monopolize that portion of the city lying between St. James street and the Harbor and McGill and Jacques Cartier square.

One big retail departmental firm evidently takes the opposite view, for, to the surprise of many, the S. Carsley Co. Ltd., have commenced to tear down the old premises of the City Bank on St. James street near St Peter. They purchased this building some years ago before the hegira had commenced in earnest, and as they had leased it since, it was believed that they had changed their mind about building. Now, however, the plans have been given out for a large eight-storey block which will be joined to the existing premises of the firm on Notre Dame street.

The Carsley store is practically the only big store remaining down town, and the wisdom of its owners not to follow the general move is doubted by many. But the Carsley Co. evidently knows what it is doing.

A PROFIT-SHARING SCHEME.

The Board of Directors of Sir W. G. Armstrong, Whitworth & Co., of England, have initiated a profit-sharing scheme for their employes. According to the plan deposits of not less than 25c. and not more than $5 of the workmen's weekly wages will be received from persons in the employ of the company. Those employes paid quarterly will be allowed to deposit up to $10 weekly. For each individual who is paid weekly, the amount of deposits shall not exceed $1,000, and for each paid quarterly the maximum amount is to be $2,000. Interest will be allowed on such deposits at the fixed rate of 4 per cent. per annum, payable half yearly, and in addition a bonus will be paid, on the declaration of the company's dividend, at the rate per annum of half the difference between the fixed rate of 4 per cent. and the dividend. Sums that have been deposited with the company for a less period than three months prior to June 30 next preceding the declaration of the annual dividend will not be entitled to the bonus. Sums deposited between 3 and 12 months prior to June 30 will receive a proportionate bonus. The bonus will either be paid down or credited to each depositor.

CHAT WITH MR. WEBSTER.

MR. R. VALENTINE WEBSTER, of Colombo, Ceylon, is in Toronto this week. He is making another of his annual tours of the world in the interest of Indian and Ceylon teas. This is either his seventh or eighth trip around the world, I forget which. It takes about eight months for him to compass his trip.

Mr. Webster left Colombo in February last. Since then he has visited Australasia, Hawaiian Islands, the Pacific and Western States. After visiting Montreal he goes on to the Eastern States, and from thence to Great Britain. From the latter country he goes to the continent, and will visit, without exception, every country in Europe. This year he will even take in the Russian Caucasus to study the tea plantations which the Russian Government has started there.

Mr. Webster reports that the coffee plantations which he was instrumental in getting started in Queensland, are doing well. Great as Ceylon once was as a coffee-producing country, the industry, he said, is gone forever. Blight and the green fly was the cause of the industry's destruction. In Honolulu a remedy for the green fly has been discovered in one of the thirty-odd species of the "lady bird." Coffee growing promises well in Honclulu, and large quantities are now being shipped from there to the United States.

Referring to tea cultivation in Ceylon, Mr. Webster stated, in reply to a question, that it was still progressing nicely. One feature of recent development was the fact that Russia was taking a large percentage of the finer teas required from Ceylon.

During my interview with Mr. Webster the conversation turned upon the new tea inspection law of the United States. "I am much surprised," he said, "at the want of judgment displayed in fixing these standards. I can hardly believe it possible they intend to reject all teas 10 per cent. of which will pass through a 16-mesh sieve. If so, this means that many of the finer teas will be debarred from entering the States, as many of those teas which are made from the finest leaves often show a large percentage of very small tea, 10 and even 15 per cent. of which will pass through a 16-mesh sieve." Mr. Webster held that a 20-mesh sieve, through which only tea dust could pass, would be the proper thing.

"I saw an item in a paper the other day, to the effect that samples of new season's Indian teas had been received," said Mr. Webster. "Now, the new teas do not arrive in Calcutta till about the middle of June. Samples will reach here early in August."

SPECIALS...

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3 lb. APPLES - 50c. " "
Gallon APPLES - $1.15 " "

A good sound INDIAN TEA at 12½ cents.
Sample on application.

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STIMULUS TO CANADIAN TOBACCO.

THE new tariff appears to be acting as a sort of fertilizer to the native tobacco industry.

The new tariff on tobacco, which goes into operation on July 1, fixes the Customs duty on foreign leaf tobacco at 14c. per pound, while the Inland Revenue tax on the product manufactured from this article is 25c. per pound. The Inland Revenue tax on Canadian tobacco is 5c. per pound. The latter has, therefore, a net protection of 34c. per pound.

As every one knows, the change in the tariff has led to a material advance in the price of tobacco made from the imported leaf, the increase being equal to at least 14c. per pound. In tobacco made from the Canadian leaf the advance is only from 3 to 5c., a speculative one induced by the appreciation in the value of the article made from the foreign leaf.

Already the advance in prices is working a revolution as far a plug chewing tobacco is concerned. The 5c. plug made from the foreign leaf can no longer be sold for that price. It costs more. But, while it cannot, that made from Canadian grown can, notwithstanding that it contains more tobacco. The difference in price is 2c. per plug.

As a result of these conditions an enormous demand has sprung up for the Canadian tobacco, chewing plug.

There are two factories in Canada making tobacco from the domestic grown leaf. And although since the new tariff was brought down they have increased their staff, one at least having doubled it, it is found impossible to keep up with the business. Speaking of one factory, it is known to be one month to six weeks behind with its orders.

Tobacco men are of the opinion that should the present conditions continue, chewing tobacco made from domestic leaf is destined to displace to a large extent that made from the imported leaf.

Tobacco growing in Canada has not, on the whole, been an encouraging industry. It has had a good many ups and downs; probably more "downs" than "ups."

Between forty and fifty years ago, encouraged by tariff enactments, quite a stimulus was given to the production of tobacco, nearly every farmer in the settled portions of the country cultivating more or less of "the weed." Most of them, however, appear to have grown it chiefly for their own use, taking a handful of dry leaves out in the fields with them and filling their pipes at will.

A number of years ago a company of capitalists from the United States started a tobacco farm of one or two hundred acres in Toronto, just east of the River Don and south of Queen street. Two crops were raised and then the enterprise failed. And what was the experience in Toronto was the experience in a good many other places.

The chief drawback to tobacco culture in Canada in the early days, and one which contributed to its practical discontinuance in Ontario, was frost.

Being tender, the tobacco plant cannot stand the frost. One degree, it is said by naturalists, is sufficient to destroy it.

Frost is now, however, no longer an obstacle, the older portions of the country having grown out of it, as it were. In Ontario to-day tobacco can be grown without fear of damage by early frost. The plant is an early one and is also harvested early.

Canadian-grown tobacco for smoking purposes may never be a success. Some of it is now made into plugs for smoking, but its quality is inferior and its sale insignificant compared with that which is made from imported leaf.

In plug chewing tobacco the subtle influence is not the tobacco itself as much as the foreign substances which enter into its manufacture. The ordinary plug of chewing, it is perhaps not generally known, is made of of about two-thirds of tobacco and one-third other things, of which molasses and licorice are the chief.

For chewing purposes there is, therefore, apparently a future in store for Canadian tobacco. With the demand as it now is, it is generally conceded that the supply this season will fall far short of the requirements. Obviously this will give an impetus to tobacco growing in Canada.

The present year's crop of Western Ontario tobacco will not be marketed until December next, and it will be another six months after that before "the weed" will be fit to be worked up for chewing tobacco.

The tobacco plant is fastidious. It does not appear to be particular where it grows as far as mere growing is concerned; but the places where it will grow and give the choice flavors pleasing to smokers are comparatively limited.

Climate has a great deal to do with this flavor, but soil more, it would appear. There is, for instance, what is known as Perique tobacco, whose particular office is to give flavor. It is grown in St. James' Parish, Louisiana. But even the adjoining parish, same climate and all as it is, refuses to produce its fac-simile. Then Virginia and North Carolina will raise nothing but tobacco for smoking purposes. Ohio will only raise seed leaf for cigars, while Kentucky, immediately across the river, confines its energies to producing chewing tobacco and will have nothing to do with seed leaf. If Canada cannot grow smoking tobacco it is demonstrated beyond all question that she can chewing tobacco, and to the cultivation of this agriculturists should turn their attention.

The Government might, too, disseminate information as to ways and means of getting the best results therefrom.

We know of no means of arriving at even an approximate estimate of the quantity of tobacco grown in Canada. All we can ascertain is the quantity of the domestic article used by manufacturers. During the 13 years ending 1895, this was 7,190,084 pounds, or an average of 553,083 pounds per annum. The amount so used annually fluctuates a great deal. For instance, in 1895 it was 594,741 pounds, while the year before it was 904,835 pounds. The smallest quantity of Canadian tobacco used during any one of the 13 years was 326,804 pounds, and that was in 1884.

THE FUTURE OF TRADE.

The past year has been very disappointing, a year of increasing business depression, full of unsettling incidents, and there have been a considerable number of failures. More will have to follow unless some improvement takes place this year. The position, as far as I can read it, is this, and it seems to be a very delicate one: Any further depression, coming on a community already weakened by a long fight against adverse circumstances, will precipitate a very serious state of affairs, worse than anything we have yet had to encounter.

THE above is an extract from the address of General Manager Clouston, delivered at the annual meeting of the Bank of Montreal the other day.

Bankers are no doubt peculiarly fitted to speak with authority upon matters appertaining to the trade and commerce of the country; but, like all men, they are not exempt from the influence of either pessimism or optimism. In Mr. Clouston's case he is undoubtedly influenced by the former quality.

Bankers, like other business men, are finding they are compelled to conform to the new economical conditions which are asserting themselves in this country as well as in the United States. And in conforming to these conditions pain is necessarily given to bankers as well as to merchants and manufacturers. It is getting harder year by year to maintain profits. And so it will continue to be as long as people try to maintain the profits of ten or twenty years ago. The day of big profits, as a rule, is gone. So is medievalism. And the march of civilization has caused the one as well as the other to take its departure.

Although Mr. Clouston complains of the difficulty of maintaining profits, his bank has not done so bad during the hard times of the past year: It has paid its shareholders a dividend of 10 per cent. and carried nearly $900,000 forward.

The outline of the picture which Mr. Clouston paints is, no doubt, true. Canada has been passing through a time of depression. But where Mr. Clouston errs is in regard to the coloring: His colors are sombre and unnatural.

But has it not been a practice of the officers of the Bank of Montreal to be pessimistic rather than optimistic in their annual reports. It began some years ago when there was a tendency to the rapid multiplying of industries in this country.

Quite rightfully its officers began to utter warnings against stimulating growths which were not natural, but, and what is equally natural, the continuance of these utterances ultimately induced pessimism, until it to-day appears to have become a second nature with them.

Undoubtedly it would be a serious thing for the country if the year before us was characterized by failure of the crops, and consequent further depression. It might also be a bad thing for a vessel, after weathering one severe storm, to be encountered immediately with another of equal or greater force.

But the outlook does not indicate a further season of depression. Everything indicates that the trade storm has spent itself.

Fairly good cereal crops, heavy hay crops, abundant fruit crops are pretty well assured. The dairying industry is in a more promising condition than it has ever been. Then, as to mining development, there was never a time in the history of the country when that was being carried on to the extent it now is, or when the richness of Canada's mineral resources were as fully recognized.

The earnings of the railways and the returns of the clearing houses are two faithful commercial barometers, and these both are, on the whole, favorable. Then, there is our foreign trade, which is favorable in both imports and exports.

But aside from all these, there is the actual condition of business to-day. Merchants, wholesalers as well as retailers, are not buying the quantities they did in years gone by; but they are buying more frequently. The fact that they are buying more frequently is an evidence they want the goods in order to keep their stocks assorted. And in spite of this manner of doing trade, a large number of houses are experiencing a larger volume of business than they were a year ago.

Then, besides stocks being in good shape, it must not be forgotten that business is being done on a more business-like basis than ever before in the history of the country. The banks, as well as the poor retailers, are mending their ways in this respect.

The uncertainty regarding the tariff has, no doubt, during the past ten or twelve months, interfered with business considerably, but that is practically no longer a factor.

Owing to hostile tariff legislation on the part of the United States the outlook for the lumber trade, as far as exports to that country are concerned, is not good. But the United States is by no means our only market for lumber. Our exports of produce of the forest to Great Britain last year were over $12,000,000, and our trade in this particular line is developing in a most satisfactory manner. Our exports to the United States were nearly one and a half millions larger than to the Mother Country, but it is a decreasing trade.

In one portion of his report Mr. Clouston says the present year may mark the beginning of a prosperous cycle. There is no may about it. It will. It is marking the beginning of better times.

BETTER QUALITY MOLASSES.

A VERY favorable feature about the receipts of molasses this spring at Montreal has been its superior quality.

As noted the other week, local refiners have been heavy buyers of Barbadoes stock. These goods were put to actual test and graded as high as 56 to 58 degrees against 50 to 52, the average in years gone by. The Porto Rico and Antigua which has arrived so far this season is also much brighter than usual.

With regard to values, they rule pretty steady on spot, considering the unsettled character of intelligence from Barbadoes.

Cables last week quoted 5c. first cost, which is the lowest price on record. This price, however, is hardly reliable, for when commission men cabled bids at this price, they found that sellers at the islands would not fill orders under 6c., the latter stating that 5c. was only a nominal figure.

In any event, it is believed that Barbadoes obtainable at this extremely low figure is not of very desirable quality.

Antigua in cargo lots is offered steady at 18½c. in bond or 21c. duty paid, two cargoes arriving this week. These are much brighter goods than any that have been received for some years. Porto Rico in cargo lots is not obtainable under 24c. net cash. The consumption of this latter molasses and Antigua has increased of late years, but it is doubtful if they will ever secure the foothold in the province of Quebec possessed by Barbadoes. The latter has a peculiar "rummy" flavor that the French-Canadian habitant has been accustomed to for over a generation. He wants this flavor and Barbadoes supplies it.

THE ADVANCE IN CHEESE.

LAST week the cheese market took one of those sudden freakish turns for which it is famous.

In the face of declining cables prices in the country commenced to stiffen a week ago Tuesday, and under active buying the advance culminated last Saturday in a clean rise of ⅝ to ¾c. per pound compared with a week previous.

Many of the more conservative traders believe that the advance has been too sharp, but at the same time they are not prepared to admit that June cheese can later on be purchased at a decline from current values.

The recent rise originated in buying by the shorts, who have, as already mentioned in THE GROCER, operated more extensively than usual this season. These had contracts to ship goods forward during the first two weeks of June; they lacked the goods and had to buy them in the country. Their purchasing started the rise, and of course, as is generally the case, their competitors did not hesitate to give prices a boost when the opportunity offered by bidding up the goods with the idea of making them as dear as possible to the speculators. The latter have sold a large quantity of their goods on the basis of 8½c., Montreal.

It is needless to remark, with finest Ontario and Townships cheese costing more than that laid down at the ship's side, their venture cannot be very profitable.

But it was not buying by the shorts alone which sent prices up. It is unquestionable that a long interest has been created by a recent move in the country. In a word, the usual deal in June make is on in full force.

It now remains to be seen how the English market will accept the advance.

So far the Britishers have given little indication either way, as they have hardly had time to size up matters. Altogether, the natural conditions do not favor a very bullish view.

It is undoubted that the make going on in Western Canada is a record one. The offerings and receipts clearly bear this out. This increase, however, is offset to a certain extent by a shrinkage in Quebec and the east, where the weather has been extremely cold and backward. In fact, conservative estimates put the May output in Quebec at 50 per cent. less than last year, while the June yield so far has been 25 per cent. less, and this is the middle of the month. In England, however, the domestic make is large, and in the United States also a larger output seems a reasonable certainty. Altogether, therefore, plenty of cheese to go round looks assured this season, and it is on this that the bears are banking.

Last year at this time, when the make was short, June cheese were selling from 6¾ to 7c., or almost 2c. per pound less than at present.

The store loafer will bring ill-repute to the store, but customers never. And the merchant can take his choice.

THE SUGAR SITUATION.

ONE of the features of the grocery trade at the moment is the persistency with which the refiners of sugar in Canada hold the fort in regard to prices.

For several weeks they have practically done no business whatever. The disappointed speculators who bought in expectation of an increase in the duty on refined sugar have been, and still are, supplying the demand. But, although no orders were coming their way, they refused to reduce prices in order to get business. And week after week has passed and they are of the same opinion still.

The position they have taken is probably the proper one. To have reduced prices in order to meet the figures of the unloading speculators would probably have done more harm than good. The speculators were unloading because they were frightened, and for the refiners to have reduced figures would only have added to their fears.

The reward for patiently waiting until the speculators had relieved themselves of their burdens or their fears is now in sight. During the last few days the wholesalers have, for the first time in several weeks, found it necessary to come to the refiners for yellow sugars. Another interesting feature, too, is the fact that speculators who still have sugar in their possession have advanced their views ⅛c. per pound.

With the sugar season now upon us the market should rule at least steady for a while, at any rate. The weak spot in the market at the moment is the downward tendency of the beet market in London, and that is said to be due to the subsidence of buying on the part of the United States. But in New York the tendency is the other way, the past week having witnessed a further appreciation in refined.

CANNED TOMATOES IN QUEBEC.

CANNED vegetables more and more each succeeding season are becoming a staple article of groceries in the province of Quebec.

A few years ago they were, so to speak, an exotic in the back parishes of the province. Now they are an article of general consumption and in an expanding ratio. Canned tomatoes are an instance of this, the demand from retailers of late having increased very largely also for corn. This is attributed to the fears of a very short crop of both articles in the province owing to the exceptionally cold and rainy weather experienced in the east during the spring and summer. It is believed, in fact, that the tomato crop in Quebec is almost a failure.

This shortage of the fresh article will have to be supplied with canned material procured elsewhere, and the latter is strong in consequence.

A leading Montreal wholesale grocer who carries the bulk of the stock is holding firm at 80c., and the belief is general that in the near future 90c. will be reached.

ANALYSIS OF HONEY.

The report of the chief analyst of the Inland Revenue Department in regard to the analysis of 183 samples of honey collected in all parts of Canada, has just come to hand. The report also contains the results of the analysis of two samples of pure honey obtained at Brantford.

The number of adulterated samples was very small, not exceeding 12 in the whole 180, or 6⅔ per cent. The chief adulterant was starch syrup, of which several of the samples appeared to consist almost exclusively, some genuine honey being added to merely flavor the product. None of the samples were challenged on account of the water they contained, owing to the variability of honey in this respect.

The report will be of interest to those engaged in the business of bee-keeping. The tabulated system adopted in compiling it renders it handy.

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They are not made hap-hazard. They are the result of the latest discoveries in scientific extract making. They will always give satisfaction. One customer writes, "They please better than any extracts we have ever sold." You will say the same after a trial order.

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MONTREAL

Import Agents for Ontario and Quebec

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, June 17, 1897.

GROCERIES.

BUSINESS does not exhibit any striking features this week. But business is on the whole better, enquiries for sugar, canned goods, teas and other lines being more numerous. At the same time there is still room for improvement. The general trade outlook is improving and confidence is becoming stronger. One feature of the market which comes in for some comment is the patience with which the refiners maintain prices in spite of the absence of business due to the unloading of the speculative holders of sugar. During the past week some orders for yellow sugars have been placed with the refiners, which is the first for some time. Coffees are quiet, and in some particulars easy. Tapioca is firmer in the primary markets. The demand for Valencia raisins is improving, while supplies are getting scarce. There is nothing new to note in regard to canned salmon, and we hear of no further transactions. Payments are only fair.

CANNED GOODS.

The position of the market for canned tomatoes and peas continues strong, but no quotable change has taken place in values. There were a few cases of canned tomatoes offered on the street this week. The price was rather below what most packers are asking, and the goods were quickly picked up by the different wholesale houses to whom they were offered. Canned salmon is in active demand, the warm weather having stimulated business. Shipments of new season's lobsters are close at hand. The goods are being quoted to arrive at $1.60 for ½-lb. flats and $2.40 for tall tins. The outlook is for a short pack and high prices. Canned fruits are moving but slowly. Beans are in fair demand. We quote as follows: Tomatoes, 75 to 85c.; corn, 50 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c;. peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; ditto, new season's, to arrive, $1.25 to $1.30; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.25 to $2.40 for tall tins; flats, $2.85 to $2.90; ½-lb. flats, $1.60 to $1.65; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

The local market is dull. In the primary markets Rio and Santos growths have ruled easy, although during the last few days there has been some improvement. Javas and East Indian coffees are firm. Jobbers quote green in bags as follows: Rio, 13½ to 15½c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

A few syrups have been offered during the week, but there is no demand, and no transactions appear to have taken place. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The market is dull, but prices are being fairly well sustained. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

For the first time in several weeks the wholesalers have been compelled to go to the refiners for yellow sugars. This is taken as an evidence that supplies of this particular sugar in the hands of speculators are practically exhausted. Granulated sugars, however, are still being obtained from speculators. But still the refiners are refusing to shade prices. Wholesalers report a slightly better demand for sugars, although business is not yet active. Houses which have German granulated in stock report the movement fairly good. In New York the market is tending upward. A couple of grades of refined sugar were advanced 1-16c.

BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment
Best Goods . . .

WALTER WOODS & CO.
HAMILTON

DRINK : : :
:: Chocolate for Breakfast
It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

ONE TENTH

of all the BLACK TEA sold in the Dominion of Canada IS

"SALADA"
CEYLON TEA

Our sales at the rate of the past four months prove this, and are open to inspection, and are fully double that of the same period last year.

P. C. LARKIN & CO.

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
15 Niagara Street - - - BUFFALO
347 and 349 Fifth Ave. - - PITTSBURG

SURPRISE SOAP

MAKES

CHILD'S PLAY ON WASH DAY

Easy, Quick Work . . .
Snowy White Clothes

You can safely recommend **SURPRISE SOAP** as the best soap for washing clothes.

The experience of thousands for years is the proof.

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Wright & Copp, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

on Monday. Beet, however, has ruled easier in London, and on Monday there was a decline of ½d. for this month's delivery and of 1½d. for next month's delivery. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; German granulated, in 100-lb. sacks, 4⅛ to 4¼c. per lb.; Demerara crystals, 3⅞c.

SPICES.

Prices are steady and quiet. We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Business is quiet and featureless. We quote as follows: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

In the House of Commons on Tuesday the Minister of Finance announced that the Government had decided to reduce the duty on uncleaned rice to ½c. per lb. What effect this will have upon the price of the manufactured article remains to be seen. The jobbers have been purchasing a good deal of tapioca during the past week, and slightly higher prices have been paid in some instances. We quote as follows: Standard "B," broken lots, 3⅞c.; 1 to to 5 sacks, 3¾c., and 5 sacks and over, 3⅝c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

The condition of the market at the moment is not very interesting. Another shipment of new season's Japan tea arrived on the local market on Tuesday. It was ex Empress of Japan. Very little attention is yet being given by merchants here to Japan teas. Most of the Ceylon teas offering here now are April pick. They are fine heavy liquoring teas, but they are not flavory, and are therefore unsuitable for this market. These teas are offering at a little lower prices. Wholesalers report a slight increase in the enquiry for Japan teas, but there is scarcely any business being transacted. The tea trade generally is quiet. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Latest advices from Patras report the currant market strong, while stocks of all kinds are exhausted except the lower grades of Provincials. We quote: Provincials, 4⅞ to 5c. in bbls.; ditto, half-bbls., 5c.; fine Filiatras, in bbls., 5 to 5⅛c.; do., half-bbls., 5 to 5⅛c.; Patras, 5¾ to 6c. in bbls., 5¾ to 6c. in half-bbls., and 5¾ to 6c. in cases; Vostizzas, cases, 7 to 8c.

Valencia raisins are in much better demand. A scarcity is expected before the new fruit is on the market. During the week several enquiries have been heard from wholesale houses, showing that local stocks are getting exhausted. We quote: Off-stalk, 5 to 5¼c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 6½ to 7½c.

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,
Successor to GRAHAM, McLEAN & CO.
77 Golborne St. TORONTO.

WE MIGHT AS WELL TELL THE TRUTH,
Because it will come out that

GOLDEN HADDIES

are without a doubt the best article in the canned fish line put up.

The New Pack is now ready, and we are prepared to supply the trade with the Best article at a low price.

Every can guaranteed. A full pound in each one.

Packers' Agents **NORTHRUP & CO.**
23 and 24 South Wharf - - ST. JOHN, N. B.

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO. 79 and 81 JARVIS ST. TORONTO.

TO CANADIAN MANUFACTURERS AND IMPORTERS

If not represented in WINNIPEG

"For sale of your goods to jobbers will be pleased to have you write me."

E. NICHOLSON
124 Princess Street, **Winnipeg, Man.**
Successor to
W. F. Henderson & Co.
Wholesale Commission Merchants and Brokers.
14 years' experience. Established 1882

ORANGES AND LEMONS

Now is the time to buy your summer stock. Write us for prices. We can please you.

CLEMES BROS., - Toronto
51 Front Street East.

California loose muscatel raisins are still without feature. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are dull and unchanged. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

Dates are quiet and unchanged. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

California dried and evaporated fruits are without special feature. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

In prunes the demand is still chiefly for those of California growth, although business in this line is small. We quote: as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

GREEN FRUITS.

Market has been active all week. Canadian fruits are beginning to move quite freely and strawberries are coming down at jumps. Californian fruits have arrived on the market this week. The warm weather is booming the lemon trade in Canada and the States, but as yet there has been no rise; prices are held firm. There will certainly be an advance in the near future. Pineapples have risen slightly, and bananas have become easier. We quote: Oranges—Valencias, ordinary, 420's, $6 to $6.25 per case; large 420's, $7 to $7.50; Messinas, $3.25 to $4 for 200's, $3.50 to $4 for 300's, $1.75 for 80's, $2 to $2.25 for 100's, $2 for 120's, $2.25 for 150's, $2.25 to $2.50 for 180's; blood oranges, $2.50 per half box. Lemons, $2 to $3.50. Cocoanuts, $4.50 a sack and 60c. per doz. Onions, 3½ to 4c. per lb. for Egyptians. Bananas, $1.35 to $1.85. Pineapples, 7 to 12c. each. Strawberries, 10 to 13c. per quart. New cabbage, $1.90 to $2.25 per crate. Mississippi tomatoes, $1.25 to $1.35 per case of 4 baskets. Green beans, $1.50 per basket; wax beans, $2 per basket. Green peas, $1.25 per basket. Watermelons, 40 to 45c. California apricots, $2.25 to $2.50; do. cherries, $1.25 to $1.50; Alexander peaches, $2.25 to $2.50 per box.

ARTICLES FOR SALE.

FOR SALE, UNDER PRICE, A NO. 79 CHEQUE Printing National Cash Register; in use but a very short time; will be sold on account of the former owner going out of business at $75 less than the amount paid for it; guaranteed in perfect condition. Blanchard & Co., Windsor, N.S. (t.f.)

IF YOU WANT TO
ADVERTISE anything, ANYWHERE
in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.
ADVERTISING DEPARTMENT
MONTREAL - - TORONTO

The Following Brands Manufactured by

The American Tobacco Co.
OF CANADA, Limited.
Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY.

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

MORROW & EWING
General Commission Merchants
13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

The demand for large roll is falling off now. Tubs are wanted, selling at 11 to 12c.

EGGS STEADY AT 9 TO 9½c.

Rutherford, Marshall & Co.
62 Front St. East, TORONTO

G.F.& J.GALT PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**
42 SCOTT St TORONTO.

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons Biscuit Manufacturers **Owen Sound.**

BUTTER AND CHEESE.

BUTTER—The quantity coming forward is much in excess of requirements. The retail trade is supplied from country stores, and jobbers here report a light trade. Most of receipts have had to be put into cold storage. Large rolls are about done for the season, and dealers seem pleased, as they have been difficult to get rid of. Prices easy, although no quotable change. We quote: Dairy tub, 10 to 12c. for best, and others at 7 to 8c.; large rolls, 9 to 11c.; pound prints, 10 to 12c. Creamery is dull, owing to low price of dairy. Tubs, 15 to 16c.; prints, 16 to 17c.

CHEESE—Market is easy at former quotations. Some factories have sold slightly higher, but we quote no change. Factory price, 8¼c.; jobbing price, 8¾ to 9c. Old cheese steady at 11½c.

PROVISIONS.

An active demand continues in all lines. Quite a few of the local dealers are sold out of stock, and are buyers from larger packers. The high price of live hogs is sure to make prices continue high, as products could not be manufactured to be retailed at present value of live hogs at a profit. Quotations continue about the same.

DRY SALTED MEATS—Long clear bacon, 7¼c. for carload lots, and 7½ to 7¾c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 8c.; hams, large, 10½ to 11c.; medium and small, 11½ to 12c.; shoulder hams, 7½c.; backs, 10½ to 11c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½ to 6¾c.; tubs, 6½ to 7c.; pails, 6¾ to 7¼c.

BARREL PORK—Canadian heavy mess, $13 to $13.50; Canadian short-cut, $14 to $14.50.

COUNTRY PRODUCE.

BEANS—The situation remains much about as before. We quote mixed at 40 to 50c. and hand-picked at 60 to 65c.

DRIED APPLES—There are still a few small lots coming forward. Locally there is nothing doing. The price being paid for choice fruit is 2¼c. f.o.b.

EVAPORATED APPLES—A small local demand is being experienced, but the market rules dull. Holders are asking 3 to 3½c. f.o.b. at outside points.

EGGS—Just lately, owing to warm weather and the decreased consumption as a consequence, it has required considerable effort to keep receipts sold up. However, receipts are becoming lighter. Quotations remain the same. The price is 9c. for No. 1 and 6½ to 7c. for No. 2.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

MAPLE PRODUCTS—Dull. The ruling prices for good syrup are: 5-gallon tins, 55 to 60c. per gallon; 1-gallon tins, 60 to 65c. per gallon; sugar, 6½ to 7½c. per lb.

POTATOES—Are becoming scarcer. Cars were bought by dealers at 25 to 30c. and price out of store is 40c.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Trade in all grains is moderate. Oats and peas are in good demand and prices are firm. We quote: Red wheat, 68 to 69c.; white, 69 to 70c.; oats are in good demand at 20 to 22½c.; peas, 40 to 41c.

FLOUR—Business is dull. We quote in carloads on track, Toronto: Manitoba patents, $4.50; Manitoba strong bakers', $4; Ontario patents, $4 to $4.45; straight roller, $3.85 to $3.90, Toronto freights.

BREAKFAST FOODS — Trade continues dull. Rolled wheat has dropped a little, otherwise no change. We quote: Standard oatmeal and rolled oats, $3 in bags and $3.10 in bbls.; rolled wheat, $2.60 in 100-lb. bbls.; cornmeal, $2.15 to $2.25; split peas, $3 to $3.25; pot barley, $3 to $3.25.

SALT.

Trade continues good. Prices are unchanged. Quoted at Toronto, carload lots go at $1 per bbl. and 60c. per sack; less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

FISH.

Trade is much about the same as a week ago. We quote as follows: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 6c.; trout, 5½c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, $3 to $4 per bbl. and $2.25 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; fresh water herring (heads off), $2.50 per keg.

HIDES, SKINS AND WOOL.

HIDES—Market brisk. Prices have risen ½c. a lb. Dealers pay 8c. for No. 1, 7c. for No. 2 and 6c. for No. 3.

CALFSKINS—Trade continues good, and the increased prices are firm. No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Deatons, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS—We quote: $1.25 to $1.35; $1.50 for best; shearlings, 25c. each; lambs, 35c.

WOOL—The same lack of speculative interest and the same feverish prices continue in wool this week. The price is 18 to 19c., but nothing is doing at this low price. Dealers are holding, in spite of the probable reduction.

PETROLEUM.

There has been no noticeable change in the oil market during the week. Trade is brisk, and machine oil continues to be a main feature in the market. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

New season's lobster is arriving this week.

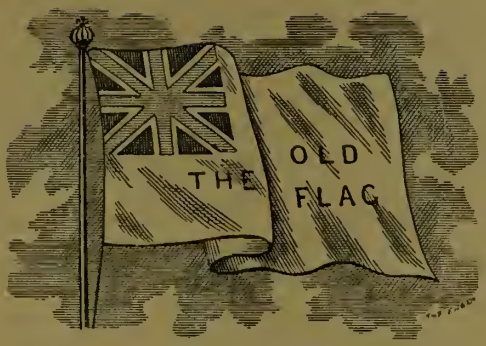
The store price of potatoes has risen another notch.

It is claimed that the rains in Maine and

WE ARE *PAYING CASH* FOR **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. **Toronto**

1837



1897

Jubilee Year

Special lines for Jubilee Week :

Sugar---Special prices for carlots, delivered at any station.

Canned Meats
Potted Meats } all kinds

"Stower's" Lime Juice
" Lime Juice Cordial
" Lemon Juice Syrup

Raw Sugars in sacks. Price away down.

The EBY, BLAIN CO., Limited

Wholesale Importing and Manufacturing Grocers

TORONTO - - CANADA

New York states have caused a small pack of corn.

New Tennessee potatoes are on the road from St. Louis.

Perkins, Ince & Co. received a shipment of new season's lobster on Wednesday.

THE GROCER regrets to announce that the Toronto Coffee and Spice Mills have suspended payment and intend calling a meeting of their creditors.

The Toronto Fruit and Produce Auction Co. report that their auctions at the Yonge street mart have been very satisfactory. They say that they will be continued during the summer.

QUEBEC MARKETS.

MONTREAL, June 17, 1897.

GROCERIES.

THE grocery market has not furnished much activity during the past week; still, sufficient business is doing to keep the wheels of trade oiled. In sugar the refiners complain of the pressure of outside lots of granulated, but there has been more doing in yellows. Syrups are dull, and molasses has ruled easier at the Islands, but spot values are unchanged. Rice is not as brisk as it was, but the feeling continues firm. Spices are unchanged, while there has been an all round decline in coffee values. Teas have been motionless, the only feature being the arrival of samples of new crop Japans. Tomatoes have been a prominent feature in canned goods, and, under diminishing supplies, have advanced sharply with the strong possibility of still further appreciation in value. There has been little to note in connection with dried fruit, and the weather here has been decidedly against green.

SUGAR.

The sugar market has continued dull during the week. Lately, however, refiners have experienced more enquiry for yellows from jobbers, but granulated is dull with an unsettled feeling, owing to several outside lots which are offering on the market at 4c. in round lots, which, of course, makes it impossible for refiners to sell at 4⅛c., the inside price at which they are holding granulated. The distributing demand has picked up a trifle of late, but the orders are chiefly for small quantities. We quote granulated, 4¼ to 4⅜c., and yellows, 3½ to 4c., as to grade.

SYRUPS.

Business in syrups is exceedingly quiet and values rule steady at 1⅜ to 1⅞c. per pound, as to quality.

MOLASSES.

Advices from primary markets on molasses have been easy, cables on Barbadoes giving the lowest first cost at the Islands on record—5c. It is worthy of note, however, that while this price has been named, sellers will not accept orders at the price, but demand 6c., unless the buyer is prepared to let the order stand over. Round lots of Barbadoes on spot have changed hands at 22½ to 23c. ex wharf. Two cargoes of Antigua have arrived this week, and are offering in bond at 18½c., or about 21c. duty paid. These goods are very bright; much brighter, in fact, than any that has been offered here for some years. A cargo of Porto Rico is also offering at 24c. net cash for the entire cargo, but in a jobbing way 28 to 30c. is asked for it. We quote in a jobbing way : Barbadoes, 24 to 25c.; Antigua, 23 to 25c., and Porto Rico, 28 to 30c.

RICE.

The rice market continues firm in tone in sympathy with strong advices from abroad. Demand, however, is rather quieter than it was last week. We quote : B grade, or any other quality equal or inferior as follows : Bags, 250 lbs., 1 to 4 bags or equal, $3.60; 5 to 9 bags, $3.55; 10 bags or over, $3.50. Half-bags, 100 lbs., 1 to 4 bags, $3.60; 5 to 9 bags, $3.55; 10 bags and over, $3.50. Quarter-bags, 50 lbs, 1 to 4 bags, $3.65; 5 to 9 bags, $3.60; 10 bags or over, $3.55. Pockets, 12½ to 25 lbs.; 1 to 4 bags, $3.75; 5 to 9 bags, $3.70; 10 bags and over, $3.60.

SPICES.

There has been no cange in spices, the market ruling quiet. We quote: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEES.

This market has exhibited a very weak feeling and prices have been reduced all round. We quote : Maracaibo, 15 to 19c. ; Santos, 11 to 15c.; Rio, 11 to 14c.; Mocha, 22 to 24c., and Java, 22 to 25c.

TEAS.

There has been absolutely nothing doing in tea since last report, either in a wholesale or jobbing way. Samples of new crop

"Minute Tapioca"

Is not rivaled by any other brand of Tapioca. This is the universal testimony of consumers, dealers and jobbers, and accounts for the increased sales each year.

"Minute Gelatine"

Requires no soaking, being always ready for use. Makes two quarts of clear, firm jelly. Ask your wholesaler for these goods. If he does not keep them let us send you a sample order. Manufactured and guaranteed by

WHITMAN GROCERY CO. Manufacturers Grocery Specialties **Orange, Mass.**

Samples Free.

MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . .

JOHN E. MARSHALL

118 Commercial St., Boston.

D. H. RENNOLDSON, Agent in Montreal.

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

SOME say that grocers don't care what stuff they sell if they get good profits; but we believe that when the actual merits of Cottams Seed are fully known, not a grocer in Canada will choose to sell the other kind for a little more profit.

Six patents secure our formulae, methods, etc., so that no other packet dare be "Like Cottams," or, "As good as Cottams." The Bird Bread in each packet is by itself worth more to any bird keeper than a pound of the rubbish usually sold as bird food.

Then, Cottams is the only packet bird food prepared from the standpoint of the experienced fancier. Others are put up solely to get as great a profit as possible, regardless of the rubbish the birds have to eat. In Cottams, the birds' requirements are supplied first. Profit is a second consideration. Such a statement may not have the orthodox commercial ring. But it's truth. And truth is bound to win.

Cottams Seed is sold by all wholesalers.

DAWSON & CO.
FRUIT, PRODUCE AND COMMISSION MERCHANTS,
32 WEST MARKET STREET
TORONTO.

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL .. **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

PURE
LARD
.. OF THE ..
Best Quality.
Special Prices This Week Get Our Figures.
IN 5 TUB AND 15 PAIL LOTS.
F. W. FEARMAN - HAMILTON

Japans arrived on Tuesday from Yokohama and Kobe, and will be offered on the market this week. Altogether the market was never in a better position to receive new teas, as stocks in second hands are extremely light. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

The feature of the canned goods market is the absolute scarcity and pronounced strength of tomatoes, which are held higher at 80c., and the prediction is made that they will touch 90c. ere long. Lobsters also point upward, while there have been forward contracts placed for considerable quantities of canned salmon. Offers of these are made at $1.25 to arrive. We quote: Tomatoes, 80c.; corn, 50 to 80c.; peas, 80c.; peaches, $1.75 to $1.90 for 2's; raspberries, $1.40 to $1.90; strawberries, $1.75 to $2, according to brand and quality; cherries, $2.30; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.30; lobsters, $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

DRIED FRUIT.

There has been no change in Valencia raisins. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California loose raisins have met with some enquiry from jobbers during the week, and two or three lots in first hands were entirely absorbed. We quote standard brands California 2-crown, 6¼ to 6¾c., and 3-crown, 7 to 7½c.

Currants continue firm in tone, but business is quiet at 3¾ to 4c. in bbls., 4 to 4¼c. in half bbls., and 4½ to 4¾c. in cases.

Dates are unchanged at 5 to 6c. and figs at 8 to 12c.

Prunes rule dull, but steady. Bosnia, 5½ to 6c.; French, 4 to 5c., and California, 6½ to 7c.

Evaporated fruits have received more attention. Pears and apricots are practically

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

BROCK'S BIRD SEED

is the standard by which all good bird seeds are judged To say it is equal to "**Brock's**" is the highest praise that can be bestowed. 1-lb. and ½-lb. pkts. All wholesalers. See you get it.
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

BUTTER
Choice Dairy Butter Rolls and Tubs in good demand at ten to twelve cents.
THE WM. RYAN CO. LIMITED
70 and 72 Front St. East, - TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

PURE LARD
MAPLE LEAF BRAND
If you have tried it you know the quality. If not, send for sample. It is the finest in the market. According to prices of other Hog Products, price of Lard is **below cost of production.** Can you wish for a better chance to stock up? Write us.
D. GUNN, BROS. & CO.
Pork Packers and Commission Merchants,
TORONTO, ONT.

FANCY ORANGES
All Varieties
Extra Fancy Lemons, Finest Bananas Grown, Pineapples, Strawberries, Tomatoes, Etc., Arriving daily.
HUGH WALKER & SON
GUELPH, ONT.

off the market, while peaches are offering lower at 10 to 11c. Prunes rule steady at 8 to 12c.

NUTS.

There has been nothing notable in this line. We quote as follows: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, $3.50 to $3.75 per 100.

APPLES.

There are only a few apples to be had here, and these are held at fancy prices, $4.50 to $5 per bbl. being asked for them.

DRIED APPLES.

These continue quiet and featureless. Dried, 2 to 2½c., and evaporated, 3¾ to 4c.

GREEN FRUIT.

The weather has continued unfavorable to the green fruit trade, and, with excessive receipts of all kinds of stock, prices are unsettled. Lemons and oranges show little change, but western strawberries are in overwhelming supply. We quote prices as follows: Valencia oranges, $4.25 to $6 and blood, do., $2.25 to $2.75 per half-box; Messina, do., $2.75 to $3 per box; choice to fancy lemons, $2 to $2.75 per box, and common to good, $1.25 to $1.75; bananas, $1 to $1.75 per bunch; California cherries, $1.50 to $1.75 per box; pineapples, 4½ to 10c., and strawberries, 10 to 11c.

COUNTRY PRODUCE.

EGGS—There is a fair demand for eggs and the market moderately active. Selected near-by stock sold at 10½ to 11c; ordinary No. 1 at 9 to 9½c., and No. 2 at 8 to 8½c. per dozen.

MAPLE PRODUCT—The maple product market is quiet, the demand being only for small lots. Wequote: Maple syrup, 4¾ to 5c. per lb., and 45 to 55c. per tin; sugar, 6 to 6½c.

HONEY—The demand for honey was slow. White clover comb is offering at 10c., and dark at 7c.; bright extracted at 6½ to 7c. and dark at 4 to 5c. per lb.

BEANS—Beans continue dull and about steady at 55 to 60c. in car lots, and at 65 to 70c. in a jobbing way.

POTATOES—The demand for potatoes is fair, of which the offerings are small, at 45 to 50c. per bag in car lots.

ASHES—Market quiet at $3 to $3.10 first pots, $2.80 to $2.85 seconds, and $4.40 pearls.

TALLOW—Dull at 1½ to 2c. for rough, and 3 to 4c. for rendered.

PROVISIONS.

There has been a much improved demand for smoked meats during the past week, and prices for these goods are higher. We quote: Canadian pork, $13.50 per bbl.; pure Canadian lard, in pails, 6¾ to 7¼c., and compound refined at 5¼ to 5½c. per lb.; hams, 11 to 13c., and bacon, 11 to 12c. per lb.

FLOUR AND MEAL.

A fair local trade was reported in Manitoba grades of flour, but Ontario dealers stated that business was dull and of a hand-to-mouth character. Prices show no change. We quote: Winter wheat patents at $4.25 to $4.40; straight rollers, $3.75 to $3.90, and in bags, $1.85 to $1.90. Manitoba strong bakers', choice, $4; outside brands, $3.65 to $3.75, and spring wheat patents, $4.25 to $4.40.

Business in Manitoba feed is reported active, and prices are firmly held at $10 for bran and $11 for shorts per ton, including bags.

The demand for rolled oats is slow, and prices are unchanged at $2.90 per bbl. and $1.40 per bag.

BALED HAY.

There is a somewhat unsettled feeling in the hay market, in consequence of which buyers are holding off, only taking sufficient to fill actual wants. We quote: No. 1, $12 to $12.50, and No. 2, $10.50 to $11 per ton in round lots. Mail advices from London, Eng., under date of June 1, say: "The rains of the last week have improved English crop prospects, but crop looks like being below average." The Dutch crop has suffered from the cold and dry winds and will be below an average, and their prices have advanced 5s. per ton. The prospects for Canadian are, therefore, better, and June and July can be placed at 75s. ex ship; perhaps a shade more. We quote: Dutch meadow, 70s.; Canadian mixture, 75s.; Canadian clover, 80s. All ex ship, London.

CHEESE AND BUTTER.

The cheese market on spot did not display the snap that many expected as a result of last week's excited country markets. There was no indication from Britain of any disposition to follow the advance, but despite this holders were very firm in their ideas, and a buyer to fill an order with finest Ontario makes would have had to pay 8¾ to 9c. At the wharf Monday morning 4,500 boxes were offered, and they sold at 8 to 8¼c. with the outside the ruling price. In a word, the deal in June cheese has evidently commenced in earnest. All that remains to be proved is, whether the advance has been too sharp or not, and whether buyers on the other side will follow it. The receipts continue simply enormous, amounting to 43,000 odd boxes on Monday alone, but while the output is admittedly heavier in Ontario than last year, the same cannot be said of Quebec. The weather east has been cold and unseasonable, and the output to date is possibly 25 per cent. behind last year. We quote: Finest Ontario cheese, 8¾ to 8⅞c.; finest Townships cheese, 8½ to 8⅝c.; finest Quebec cheese, 8¼ to 8½c.

The butter market is steady, but business is not brisk. Exporters are disposed to do a little buying around 16½c. for boxes of the proper kind of stock, but find it difficult to procure just what they want, as they are gathered in by the local jobbing trade. There is quite a lot of medium to low grade stock on the market, however, and sales of it have been made all the way from 15 to 15½c. as to quality. Cables from Liverpool Monday quoted finest United States butter at 80s. and good at 55s. It is the low price of this butter which makes export business in Canadian creamery difficult.

MONTREAL NOTES.

Goodhugh & Co. have received this week two full cargoes of very bright Antigua molasses.

The strawberry crop in the province of Quebec is pronounced to be an almost complete failure.

Morrow & Ewing received this week the first samples of new-crop Japan tea from Yokohama and Kobe from three different shippers.

In consequence of their marked scarcity, the price of canned tomatoes has been marked up to 80c. and they are expected to go still higher.

Contracts for some 4,000 cases of "Horseshoe" brand salmon have been closed here during the week at $3.75 f.o.b. on the Coast.

There has been an increased demand for smoked meats during the week and the price of both ham and bacon has advanced in consequence.

Agents of lobster packers here state that while their principals have the best intentions in the world many of them believe that they will be unable to entirely supply all the contracts they have in hand.

THE SPONGE CROP.

The entire sponge crop of the world, as estimated by the Government of France about four or five years ago, was a trifle over $2,000,000 per year. Of this the product of the Florida fishery is $350,000 a year, in a good year. Out of this product, $150,000 worth, or thereabouts, is exported, leaving $200,000 to be consumed in the United States. Of the entire $2,000,000 this country consumes $500,000 worth.

Headquarters for
Stencil Brands
CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS
HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

Extra Choice

Hams Bacon
Pure Lard
Mess Pork

PARK, BLACKWELL & CO. Limited
Pork and Beef Packers,
TORONTO

For your economical customers

Boeckh's Household Brushes

Will gain their confidence.

Good things to carry in your Stock . . .

SOLID BACK
Scrubbing Brushes
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Fancy Whisks
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Chas. Boeckh & Sons
Mfrs., TORONTO, ONT.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a ***good thing ?*** Write

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

The Purest Canadian

PICKLES

Are made by Lytle & Co., and sold by all grocers.

BOTTLE or BULK.

Send for Quotations to

T. A. Lytle & Co.
Vinegar Manufacturers
TORONTO

Canned Salmon

HORSE SHOE - FLATS
" " - TALL
BEAVER
MOSS ROSE

The leading brands at lowest prices.

Special quotations for round lots.

WARREN BROS. & CO.
TORONTO.

BUY

Ivory Bar Soap

THE BEST MADE

E. Geary DO YOU WANT

COCOANUT ?

Packages or Bulk

RETURNED

If so, you want the June that's 30/97.

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

Sardines

"AGATHOS," 1/4's.

SOLE AGENTS.

Another shipment just to hand.

PERKINS, INCE & CO.
TORONTO.

The Coffee
with a
PAST
PRESENT
FUTURE

Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., June 17, 1897.

DULL. That seems to be the state of trade. Markets keep bad and the people through the country complain on account of the wet. Money is very hard to get. The lumbermen are the happiest men in town. While the English market is a little off, most of the millers have sold at the high price. The American market is dull, but quite a quantity of lumber is going forward that it may get in before the new duty goes on. This has helped freights, but they are not expected to hold. Rice continues, contrary to the opinions of many, to advance. Currants are also firm. The demand at this season is not large. In tea dealers feel the effect of the forced sales earlier in the season. The travelers on the road for tea have a rather unsatisfactory time.

OIL—While market is not strong in burning oil no change has been made here in price. The demand is at this season light. A good movement is kept up in lubricating, for which St. John is a good market. We quote: Best American burning oil, 18½ to 19c.; Canadian, 17¼ to 18c.; prime, 14½ to 16c.

SALT—There is a firmer feeling in coarse salt. While stocks are large there is good steady demand. A large quantity is being used locally for the packing of alewives, and there is always a good demand from outside points. Fine shows no change. There is quite a range in Liverpool factory-filled on account of difference in quality. Canadian salt has an improved demand. The sale of this salt in this market has increased a great deal within the last few years. We quote: Coarse, 44 to 46c.; Liverpool factory-filled, 95c. to $1; Canadian fine, 95c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, $2 per case of 2 doz.

CANNED GOODS—As noted in last week's GROCER, packers are much firmer in their stand on prices than last year. In vegetables, prices are low, except tomatoes, which are quoted much higher than corn and peas. The three lines could be bought together at about the same price as last year. At present tomatoes are scarce here. Some packers show a range of 20c. per doz. in their prices for peas. Lobsters are still high. Haddies easy. Clams and sardines show fair demand. Fall salmon are offered low, but buyers are backward. Oysters show improved sale. Prunes show no change, but tend easy. We quote as follows: Corn, 65 to 70c.; peas, 80 to 85c.; tomatoes, 85 to 90c.; gallon apples, $1.75 to $1.80; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.40 to $1.50; peaches, 3's, Canadian, $2.75 to $3; 2's, $1.75 to $1.85; American, 3's, $2 to $2.25; pineapple, $2.25 to $2.75; salmon, $1.25 to $1.40; lobsters, $2.25 to $2.50; haddies, $1.15 to $1.25; clams, $5 for 4 doz; chowder, $2.60 to $2.75 for 2 doz.; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—This and fresh fish are the only lively lines at present. With the falling price in strawberries the demand improves. Valencia oranges hold the quality particularly well this year, and prices keep low. There is a fair demand only for Messina oranges and bloods. Lemons are rather lower. But few apples are selling or are for sale. Bananas have large movement Lettuce and currants are lower; also pines, which have a much improved demand. Tomatoes are lower. Rhubarb is plenty and cheap. We quote: Messina lemons, $2.50 to $3; oranges, Valencia, $5 to $5.50; Messina oranges, $2.75 to $3; blood oranges, $2 to $2.25; bananas, $1.00 to $2.25; lettuce, 25 to 30c. per doz.; pineapples, 10 to 12c.; strawberries, 12 to 15c.; rhubarb, 1 to 1½c. per lb.; cucumbers, 80c. per doz.

DRIED FRUIT—Is perhaps the quietest line at present. In dried apples, which have been so dull, there is not even a prospect of better prices after new fruit comes in. Evaporated keep low. Raisins, much to the satisfaction of holders, are light stocks. Prices are easier. Currants are scarce and higher. Dealers are not anxious to sell except cleaned. Onions are quoted rather lower, but hold their price well. Very few Bermudas are in the market this year. California prunes, in which there had been some movement, are dull. We quote as follows: Valencias, 5¼ to 6c.; California L. M. 3-crown, 6¾ to 7c.; London layers, $1.75 to $2; currants, cases, 5½ to 5¾c.; bbls., 5 to 5¼c.; cartoons, cleaned, 7¾ to 8c.; bulk, cleaned, 7 to 7½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3 to 3½c.; evaporated apples, 4¼ to 4½c.; onions, 2¾ to 3c. per lb.; Bermuda onions, $2.50 per crate; cocoanuts, $3.50 to $3.75 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¾ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Dull. Dealers look for rather improved demand during the berry season. Prices keep low, particularly granulated. There is hardly any sale for dark sugar. We quote: Granulated, 4⅛ to 4¼c.; yellows, 3¼ to 3⅝c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—In Barbadoes people do not know what to think. Prices at the island have gone down to a point never thought of. There is, however, no large buying on the part of dealers here. The demand for Barbadoes having become light and the hot season coming on, merchants do not like to run chances of sour goods. Porto Rico market is better. With no large stocks, prices are firm. St. Croix here is held low, and the quality of same is nice. In syrup there is no business at present. We quote: Barbadoes, 23 to 25c.; Porto Rico, 27 to 28c.; New Orleans, bbls., 25 to 27c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 23c.

DAIRY PRODUCE—Except in eggs prices are lower. Butter is offered very low from Ontario and Quebec, and local made is coming in more freely. Where quality is good there is steady demand, though at rather lower prices. There is no market for poor butter. Cheese are lower. Local made cheese are now taking the place of Ontario. Factories report milk scarce. Eggs are higher and present stock light, shippers holding back on account of the low prices. We quote: Dairy butter, 15 to 17c.; creamery, 18½ to 19c.; prints, 20 to 21c.; eggs, 8 to 9c.; cheese, 9½ to 10c.

FISH—Salmon are a good catch and find a ready sale, though at somewhat lower prices. They are chiefly shipped to Boston, though shipments are made to many other places. Shad are now getting scarce, the size of fish running smaller. In gaspereaux, run is also getting over Demand for them for bait has been large this season. About the usual quantity has been packed into alewives. No prices have yet been made on these fish, but it is thought the market will rule easy A few new dry cod are coming in. They find a fair sale at easy prices. For pickled fish, the sale at this season is light. In smoked herring there is no improvement. Receipts are light. Lobsters continue to find better markets elsewhere Halibut is higher and catch is beginning to fall off. We quote: Large cod, $3 to $3.25; medium, $2.60 to $2.75; pollock, $1.10 to $1.15; bay herring, $1.25 to $1.30 per half-bbl.; smoked, new, 5 to 6c.; shad, half bbl., $4.50 to $5.50; boneless, 2½ to 8c.- Barrington, $3 per bbl.; Shelburne, $3.25 per bbl.; lobsters, 4 to 10c. each, small; gaspereaux, 40 to 50c. per 100; halibut, 8 to 9c. per lb.; fresh shad, 12 to 13c. each; salmon, 10 to 12c.

PROVISIONS—There is light sale, with prices, except on smoked meat, very low. Lard particularly is low. This has improved the movement in this line. Smoked

EAST INDIA PICKLES

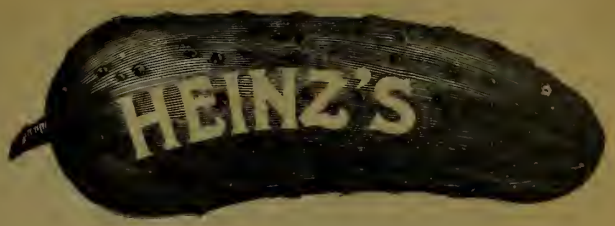
The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards & Co.

Agents

HAMILTON, ONT.



Pickles.

Lunch in 10 minutes from a can of Heinz baked beans. You can't beat 'em for taste. . . .

Other Popular Specialties

SWEET PICKLES **TOMATO CHUTNEY**
INDIA RELISH **TOMATO KETCHUP**
ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. TRADE KEYSTONE PICKLING & PRESERVING WORKS MARK PITTSBURG, U.S.A.

meat business is about over. In barreled pork and beef sales are light, the advantage rather with beef We quote: Clear pork, $14 to $15; mess, $12.50 to $13; plate beef, $12.50 to $13; hams, 11½ to 12½c.; rolls, 8½ to 9c.; pure lard, 7¼ to 7¾c.; compound, 6½ to 7c.

FLOUR, MEAL AND FEED—Manitoba flour, which has held its price much better than Ontario grades, is now also moving downward. While the flour market is easy, there is little change in price here. Oatmeal started to move upward, but was not equal to the task. Oats are firm, particularly P.E. Island. Cornmeal continues to have large sale, and the low prices show no change. Beans are trying to work up, but it is slow movement. Barley and split peas are rather lower here. In seed sale is about over. It has been a successful season. Hay finds better sale at rather higher prices. Feed is rather lower, particularly bran. We quote: Manitoba flour, $4.80 to $5; best Ontario, $4.50 to $4.60; medium, $4.25 to $4.35; oatmeal, $3.35 to $3.40; cornmeal, $1.75 to $1.80; middlings, car lots, in bulk, $15 to $16; bran, do, do, $14.50 to $15; hand-picked beans, 85 to 90c. prime, 70 to 80c.; oats, 32 to 33c.; hay, $12.50 to $13 barley, $3; round peas, $1.15; split peas, $3.10 to $3.25; yellow eye beans, $1.50; timothy seed, Canadian, $2 to $2.25; do. do., American, $1.75 to $2; clover, 8¾ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

Steamer Westport on her last trip took 50,000 gasperaux to the St. Mary's Bay fishermen for bait.

Merritt Bros. & Co. received this week a car of Coleman's salt. The Coleman 5c. cartoon is a handsome package.

A. A. McClaskey, who has of late years been with the firm of Taylor & Dockrill, is starting business on his own account.

THE GROCER extends congratulations to Mr. H. H. Reid, bookkeeper for T. S. Simms & Co., who was this week married to Miss Pauline Lane.

W. H. Thorne & Co., the large wholesale hardware people here, received one day this week 500,000 cod hooks, and the same day shipped 350,000.

Lumber is being shipped to English ports from here at about the rate of three million per day, there being upward of twelve steamers loading here all the time.

The imports by the West India steamer for St. John this month were light, owing to the dropping off in the demand for Barbadoes molasses. Among other goods were 250 casks Barbadoes molasses, 35 half-bbls. tamarinds, 32 crates Bermuda onions, 500 bags cocoanuts. Some of the last named were for Montreal and Toronto.

Mr. S. J. Cherry, who has many personal friends here, has been pushing his "Jersey Lily" flour here this week. He is represented in this market by I. C. Bowman.

Smith & Tilton, brokers, of this city, have this spring remodelled their offices. They are now settled, and while always having pleasant offices, a marked improvement has been made.

Mr. Francois Solari, of Smyrna, this week called on the trade here in company with his local representative, Mr. E. T. Sturdee. Mr. Solari was much pleased with St. John and with his reception by the trade.

There has been some interest in tea circles here over the report that quantities of teas which had been refused admission into the United States were being sent to the Canadian market. While this may be true, it is not of necessity bad tea, as the new standards in the United States are very high. The Canadian law is also such that if bad tea were being shipped here Canadian appraisers could reject them.

The Eby, Blain Co., Ltd., are offering special values in French and Bosnia prunes this week—splendid 5c. retailers: "Etolia" and "St. Andre" brands.

PARIS GREEN
Write For Lowest Prices.
GUARANTEED GOVERNMENT STANDARD
STOCK LIMITED
PEUCHEN & CO., 10 and 12 Bay St., TORONTO

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

THE Davidson & Hay, Ltd., are quoting special prices this week on 4-crown extra select layer Valencias. Buyers should get some of this fruit before it is all gone.

Have you bought your season's supply of Wilson's fly pads?

Wilson's root beer in stock with the Davidson & Hay, Ltd.

McWilliam & Everist received a car of fine southern tomatoes Thursday.

T. A. Lytle & Co. report an unusually brisk season in white wine vinegar.

The Davidson & Hay, Ltd., have arriving this week imported polished Patna rice.

T. Kinnear & Co. are offering new pack "Horseshoe" salmon for future delivery.

The "Salada" tea packing staff has been working night and day during the past week.

Cowan's sweet and plain chocolates for confectioners are meeting with a good sale just now.

D. Gunn, Bros. & Co. report an active demand for their smoked meats and long clear bacon.

Northrup & Co. have been appointed selling agents for Brown's canned clams. This brand was awarded highest prize at World's Fair, Chicago, 1893. Prices will be given on application.

Clemes Bros. have just received two cars of bananas, two cars of tomatoes and one of cocoanuts.

Warren Bros. & Co. are in receipt of a shipment of Jamaica crystal sugar. It is a handsome sugar.

An excellent line of selected raisins are being offered the trade at a bargain price by W. H. Gillard & Co.

Warren Bros are offering for immediate shipment "Horseshoe" salmon in flat tins at $1.50 to $1.60 per dozen.

The Davidson & Hay, Ltd., have in stock Crosse & Blackwell's malt vinegar in glass and Burnett's in bulk.

Northrup & Co. report the best season's trade yet in "Golden" finnan haddies, and are gaining new customers all the time.

W. H. Gillard & Co. are offering snaps in figs, which are in sound condition. "It will pay the retailers to investigate," they state.

Archdale Wilson & Co.'s advertisements evidently show they are in earnest about preventing the sale of imitations of their fly pads. Being perfectly assured as to their legal rights and the goods having a very large sale, they advise us that they intend proceeding against all infringements. A word to the wise is sufficient.

The Cowan Co., Ltd., are advertising their "Hygienic" and "Perfection" cocoas. They claim that tourists and campers cannot take a better specific against malaria than their celebrated "Hygienic" cocoa.

The manufacturers of Gillard's new pickle and Gillard's new sauce, of London, England, announce that two more gold medals have been awarded their goods for superior excellence, making ten within the past few years.

GROCERY ASSOCIATION BANNER.

The Grocery Clerks' Association of Montreal have had a handsome banner made, and on Sunday evening last the members of the association assembled at their rooms, corner St. Catherine and St. Elizabeth streets, and, headed by an excellent band secured for the occasion, marched to St. Peter's Church, where the ceremony of "blessing the flag" was performed. The service was of a very impressive and interesting character. A large number of the friends of the association were present.

LOBSTERS IN NEWFOUNDLAND.

The St. John's, Newfoundland, correspondent of The Fishing Gazette, says:

"Lobsters are becoming a scarce article in this country, and right in this city as high as $9 per case is offered. An English firm has an agent here who visits every canning establishment in the island and secures the season's pack in advance, and the canners prefer to sell to him, as they receive cash, whereas if they sell them to the merchants they must take up at least half the amount in the goods sold by the said merchant."

ROSE'S
WEST INDIA LIME JUICE
Is DELICIOUS, WHOLESOME and REFRESHING.

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.
Agents for Canada, LAW, YOUNG & CO. - MONTREAL.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.
McLAREN'S COOK'S FRIEND BAKING POWDER.
The Best Grocers make a point of Keeping it always in Stock.

MONTREAL
BOSTON
CHICAGO

CHASE & SANBORN

THE . . .
IMPORTERS

CHAT.

CANADA may profit much by the new United States tariff. Hawaii sugar growers say that if the clause abolishing reciprocity with the island goes through the United States Congress, they will build a large refinery at Vancouver, B.C., and sell cheap sugar to us.—Herald, Halifax.

A $2,000 agricultural building will be erected for the South Waterloo Agricultural Society.

Mr. J. C. Trebilcock, London, has secured the contract of supplying groceries for troops in camp at London.

Three thousand people have gone into the Lake Dauphin district this spring, 2,000 by train and 1,000 by trail.

James Grieve, Exeter, has sold his Southcott property to Mr. F. J. Knight, who is moving his grocery and liquor stock thereto.

The Tillson Co., Tilsonburg, has just placed in position a large boiler five feet six inches in diameter, at the oat mill for the purpose of drying oats by steam.

A cold storage building has been put up at Revelstoke, B.C., to protect butter, eggs, and other perishable products in transit to the Kootenay mining region. Revelstoke is the point at which the C.P.R. crosses the Columbia River, and where the branch railway runs southward for Arrowhead, Nakusp, etc. One of the commissioners' assistants was left in charge of the cold storage at Revelstoke. A cold storage building has also been completed at Calgary. At these cold storage buildings goods will be stored for the shippers at reasonably low rates.

The circulation of Dominion notes on May 31st was $21,986,703. As security for this the Government holds specie and guaranteed sterling debentures for $12,333,512, which is $5,346,808 in excess of amount required by law.

A banana skin lay on the grocer's floor. "What are you doing there?" asked the scales, peeking over the edge of the counter. "Oh, I'm lying in wait for the grocer." "Pshaw!" said the scales: "I've been doing that for years."

"You had a fortune a few years ago. What brings you here in such a plight, my man?"

"Your honor, it was the bargain counter. My wife ———"

"Fine remitted. Poor fellow, you may go."—Detroit Free Press.

W. A. Fraser and a party of six skilled oil borers from Petrolia arrived at Edmonton, N.W.T., on Monday of last week, and will resume oil boring operations in that district. Trials will also be made at Pelican Rapids and Victoria, where machinery has been taken.

The Minister of Agriculture has been advised by the egg dealers of Western Ontario that they will require fifty cold-storage cars during each of the months of July, August, September, October and November, for the carriage of eggs destined for the English market.

PACKAGE TEAS IN THE MARITIME PROVINCES.

The pioneer of package teas in the Maritime Provinces was W. Frank Hatheway, of St. John, N.B. He began two years ago with the putting up of China teas in lead packages. He started with only two employes. Now he has 10 to 12 persons employed steadily putting up his teas in one and half-pound packages. Five years ago these package teas were imported from England and the labor, etc., all went into English factories. To-day, the labor of packing, the manufacturing of cases and the printing of the labels are all done in St. John, New Brunswick. To illustrate Mr. Hatheway's increase in his packet tea business, we note that just lately he gave an order for 60,000 labels, 1,400 packing cases and 5 tons of tea lead.

W. Frank Hatheway's teas have a large sale throughout New Brunswick and Nova Scotia.

MANITOBA MARKETS.

WINNIPEG, June 17, 1897.

INTENSELY hot weather has set in, and already the thermometer is wandering between 85 and 90 in the shade. Vegetation in the last week has been phenomenal. One of our local market gardeners showed cucumbers of good size and quality which had been grown in the open air and were ready for the table June 10. Trade generally is very fair. About 30 creameries are now in active operation, and the average is about 1,000 lbs. each per week. The B.C. market has held up very well, but is now showing signs of glutting, and in the near future dealers will have to look to Montreal and Great Britain for a market. Butter is being offered by brokers at the Coast for 18½ and 19c. The butter manufactured is of very fair quality, but has been somewhat affected by the dryness of the season. However, the abundant warm rains of the past week have tided over this difficulty. Dairy butter, sweet yellew, is bringing 10c. per lb.

CHEESE—About 12 factories are working, but the supply is not yet sufficient for export. The price ranges from 8 to 8½c. per lb.

CURED MEATS—Prices firm. Hams, assorted, 10½ to 11c.; breakfast bacon, bellies, 10½ to 11c.; do., backs, 9½ to 10c.; short spiced rolls, 8 to 8½c.; shoulders, 6 to 6½c.; long clear, 7 to 7½c.; shoulders, 6½ to 7c.

LARD—$1.70 to $1.75 for 20-lb. pails, and $4.25 for 50-lb. pails; pure leaf lard in 3, 5 and 10-lb: tins, $6 per case.

POULTRY—Chickens, live, 50c. per pair, or 10c. lb. dressed; ducks, 50 to 60c. per pair.

POTATOES—Market is stiffening; 40 to 50c. per bushel for Early Rose and Beauty of Hebron.

GREEN FRUITS — California seedling oranges are out of the market. Supply of Med. sweets is very limited. Prices range from $4.25 to $4.50 per case. St. Michael's, $5 to $5.25 per case; few boxes fancy bloods, $5.25 to $5.50. California Valencias, due to arrive this week, will sell at $5 25 to $5 50. Lemons on Montreal steamers have not arrived in satisfactory condition, and prices are lower than they ordinarily would be owing to the immense shrinkage in repacking, and are selling from $4.25 to $4.75 per box, according to size and condition. Bananas, fancy stock, $2 to $2.75, as to size, while anything off condition goes down to $1 to $1.50 per bunch. Strawberries are nearly out of the market and are selling at $2.75 per case. California cheries, very fancy, $1.50 per box.; onions, California, $4 per cwt; cucumbers, 90c. to $1 per dozen; pineapples, good, $2.50 per doz.; ditto, extreme fancy large, $3.50; Tomatoes (Mississippi), 4-box crates, $2.25 per crate. Special features this week are California plums; small lots, $2.50 to $2.75 20-lb. crates; California apricots, $2.25 to $2 50 per crate.

SUGAR—Market fair and prices a little easier than formerly, granulated, 4⅞c.; yellows, 4¼ to 4½c. Syrups are little changed. Glucose syrup is worth about 2c. per lb.

RICE—"B" is completely out of the market, but arrivals are expected in course of a few days, which will sell at 4¼ to 4½c. per lb. Later shipments will probably bring ⅛c. less per lb. There is plenty of Japan, which is offering freely at 5c. There is also now in transit shipment of No. 1 China rice, which will sell at 4½ to 4¾c.

COFFEE—Market is dull; nothing doing.

CANNED GOODS — Eastern packers are making enquiries as to possible wants of the jobbers. Corn, $1.60 to $1.65 per case; tomatoes, $1.90 per case. Peas remain unchanged, with prices firm and demand good, at $1.65 to $1.70; gallon apples, $2.25 per doz.; standard, 3's, $2 per case; preserved, 3's, $3.20 per case.

DRIED FRUITS—New apricots are offering, but buyers are a little shy, waiting for market to settle. Dates are 7c.; figs, natural, in tapnets, 4½ to 4¾c. Apples, no improvement, stocks heavy, prices, 3½ to 4c.; evaporated, very cheap, 4⅞c. Currants, firm at 5½ to 6¼c., according to quality.

BEANS—Not much doing in this product at present. Prices very low. Prime hand-picked only bring $1.10.

BUFFALO BILL.

The famous Buffalo Bill is coming to Canada again with his world-renowned show and will be in Montreal next week. Major Burke, Buffalo Bill's advance agent, arrived in Montreal on Sunday last and is busily engaged completing the necessary arrangements. Buffalo Bill will be in Montreal for the Jubilee on June 21st, 22nd and 23rd, and his detachments of English, German and United States cavalry will, no doubt, attract an extra share of attention owing to the military features of the celebration here. The wonderful work they do will be a revelation to Montrealers. It is probable that in their parade on Monday the American and English cavalrymen will march side by side with the standard of each country at their head, as was done in Boston at a celebration of the anniversary of the battle of Bunker Hill. This happy thought aroused the enthusiasm of the Boston people, more especially as a white dove perched over each flag. Our show, says the major, is an important factor in promoting international amity. That their performances showing the riding of the west have stimulated the cavalry of Europe is a claim made with apparent justice.

PERSONAL MENTION.

Mr. W. A. McKnight, of Liverpool, England, who has been in the United States and Canada for some weeks, sailed for home on the Germanic on the the 9th inst.

Mr. G. B. Ganni, of Leghorn, Italy, was in Toronto this week.

Mr. Joseph F. Eby, of the firm of Eby, Blain Co., Ltd., is spending a few days at Trent Bridge, on the Severn, enjoying a little fishing.

The friends of Mr. Robert Duncan, who for the past thirty years has been a well-known figure around the warehouse of Perkins, Ince & Co., will regret to learn that he is confined to his bed through illness.

Mr. Henry Wright, of Wright & Copp, is away on a fishing excursion in Hastings. Strange to say, he is fishing for fish and not for business, although his friends say he is a greater expert at the latter than at the former. When Mr. Wright returns we shall know whether this is so or no. By his fish we shall know him.

Mr. Thomas Philp, of Philp & May, Cannington, spent a day in Toronto this week. Mr. Philp reports that the crops in his neighborhood have improved a great deal during the past few days and that the business outlook is fairly good. While little or no building was being done in Cannington, a number of farm buildings were being erected in the vicinity, notably barns, of which some fine ones were being constructed.

LOBSTERS VERY FIRM.

Advices from the Maritime Provinces with regard to lobsters point to a much lighter pack than usual this season. Several wholesale grocery houses in Montreal, who had already placed fair sized contracts with the packers, tried to double their orders the other day, but could not do so. The packers were willing to accept all the business they could handle, but while the spirit was willing the flesh was weak, several expressing the fear that they would have difficulty in supplying contracts now in hand without considering the question of fresh orders. As a result values on lobsters are extremely firm. and the very best figure at which they are obtainable is $9 per case in round lots.

"Jubilee" stove enamel, to retail at 10c. per tin, is for sale by the Eby, Blain Co., Ltd.

Price's rennet wine, also Pure Gold rennet wine, is in stock with Lucas, Steele & Bristol.

The Eby, Blain Co., Ltd., are offering "Horseshoe" salmon, to arrive in September, at specially low figures.

DECREASED IMPORT BUSINESS.

THE Montreal Custom house issued their returns for the month of May last Thursday, and it only requires a glance at these figures to convince anyone that the volume of import business at the leading port of the country has been largely decreased as compared with May last year. The total dutiable goods this year were valued at $1,524,909; the free, 1,084,415, and the coin and bullion, $24,900; a total of $2,634,224; against $1,929,094 dutiable, $1,120,631 free, and $402,614 coin and bullion, a grand total of $3,452,339 for May, 1896. The following table, giving a few of the leading articles of import, will emphasize how general import business has shrunk :

	1896.	1897.
Rice	$ 82,273	$ 2,065
Bicycles	31,162	28,941
Cottons	115,742	95,036
Fancy goods	28,543	30,044
Oranges and lemons	19,273	8,169
Furs, etc.	37,700	27,367
Hats and caps	18,096	22,439
Iron and steel	250,577	247,815
Leather	28,278	40,665
Silks and satins	45,581	36,538
Wines and spirits	54,027	33,967
Sugar	209,919	7
Tobaccos	8,997	3,468
Woolens	125,767	113,201
Coffee	23,854	9,410
Tea	17,054	8,948
Raw cotton	54,822	53,418
Raw furs	38,663	27,252
Crude India rubber	70,605	26,691
Steel rails	54,007	9,436
Raw silk	12,954	9,720
Leaf tobacco	131,988	19,685
Wool	42,153	6,166
	$1,503,045	$870,348

CHEESE FACTORIES IN N.B.

In Carleton County this season the cheese production will probably be a good one. Factories will be in operation at Tracey's Mills, Bloomfield, Lindsay, Jacksontown, Waterville, Avondale, Richmond, McKenzie Corner and Glassville. The factories at Hartland and Bellville will be idle. In Victoria County the Salmon Hurst factory will operate; in Madawaska, the factories at St. Hilaire and St. Francis; in York, the factories at Southampton, Keswick Ridge, Cardigan and Stanley; in Queens, the factories at Hampstead and Queenstown; in Sunbury, the factory at Sheffield, and in Charlotte, the creamery and cheese factory at Oak Bay. J. Frank Tilly, of Woodstock, is dairy inspector for these counties.—Despatch, Woodstock, N.B.

NEW POST OFFICES.

On June 1 there were 16 new post offices opened in Canada. These were as follows : Blue Sea Corner, Cumberland, N.S.; Centre Hampton, King's, N.B.; Deer Park, Yale and Cariboo, B.C.; Eskdale (reopened), Bruce, W.R., O.; Lakewood, St. John, N.B.; Lawfield (re-opened), Sunbury and Queen's, N.B.; L'Islet Station, L'Islet, Q.; Maple Lake Station, Muskoka and Parry Sound, O.; Muldoon, Pontiac, Q.; Richfield, Digby, N.S.; Riviere Famine, Beauce, Q.; Ste. Emile Junction, Joliette, Q.; St. Rosette, Gloucester, N.B.; Short Beach, Yarmouth, N.S.; Tamarisk, Marquette, M.; Vananda, Burrard, B.C.

A shipment of Booth's canned pineapples arrived this week for the Eby, Blain Co., Ltd.

A shipment of Stower's lime juice, lime juice cordial and lemon squash is to hand with Lucas, Steele & Bristol this week.

The Eby, Blain Co., Ltd., are making a special drive in raw sugars in bags and will be pleased to mail samples and prices to buyers.

Lucas, Steele & Bristol have just received their supply of Sicilian lemonade tablets, Sicilian orange phosphate tablets and Sicilian strawberry tablets, packed in neat counter boxes of 1 dozen each.

An invoice of Codou's macaroni just to hand with Lucas, Steele & Bristol contains an assortment of 1-lb. packets of graines de melon, lentilles petites, etoiles petites, oils de perdrix ; put up in 10-lb. boxes.

INSTRUCTIONS TO SHIPPERS.

McWilliam & Everist have made their spring announcement in the shape of a little book of information and advice. As it goes mostly to the dealers throughout the country who supply them with fruit, advice in regard to care of trees and methods of planting is given, which may be imparted through these to the growers. It is the object of this firm to improve Canadian trade in the fruit line, and in this pamphlet they have given information which is gathered from the experience and advice of nurserymen who have made this subject a special study. Transplanting, planting, pruning, staking, mulching and hedging are all dealt with, and several spraying mixtures and times for spraying are given.

Directions for shipment appear also, while the few pages added to allow the shipper to keep an account of goods shipped to the firm render the announcement very handy indeed.

Here are a couple of extracts from the instructions to shippers :

Be careful when packing fruit to see that the top of the basket is a fair sample of what the package contains, and your fruit will command better prices throughout the season, as the purchaser buys the fruit by what he sees, and if it turns out small he will in future refrain from buying any fruit put up by the same shipper. Where it is possible we would advise you to grade the fruit; separate the small from the large and send in different baskets.

Avoid shipping to arrive on holidays as much as possible, as they are poor market days. As a rule fruit has to be cleared out at very low prices to pedlars or held over. We understand fully the difficulty in complying with this request, but it would be better to pick your riper fruit and send it the day before.

THE INTEREST BILL.

In Sir Oliver Mowat's Interest Bill, it will be remembered that a limit of 8 per cent. was set on money. Since it was introduced it has been urged upon Sir Oliver that this limit would seriously interfere with business, so he has proposed that the original provision of the bill containing this restriction be struck out and a clause introduced which would render illegal, interest over 6 per cent. per annum which was not stated in the agreement to be equivalent to a certain percentage per annum. The amendment was adopted, but as the bill was not reported there may be a further discussion upon this particular feature.

LAPORTE, MARTIN & CIE.

Agents for

IMPORTERS AND WHOLESALE GROCERS

P. Richard's Brandy Mitchell's Scotch and Irish Whiskeys

Vve Amiot Champagnes

72 to 78 St. Peter Street, MONTREAL

FAC SIMILE OF CASK LABEL.

PURNELL'S

PURE
PLAIN and SPICED

MALT VINEGARS

FOR PICKLING and TABLE USE.

Brewery, Bristol, England.

Have you figured out what the reduction in tariff means in the cost of our vinegars?

AGENTS

St. John, N. B.—W. S. CLAWSON & CO.
Montreal—J. M. KIRK, Imperial Buildings, St. James St.
Toronto—J. WESTREN & CO., 73 Carlton St.
Hamilton—W. H. GILLARD & CO., Wholesale Grocers.
Winnipeg—A. STRANG & CO., Portage Avenue.
Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

THE OUTLOOK IN MANITOBA.

MR. G. F. GALT, the head member of the firm of G. F. & J. Galt, is in Toronto for a few days, having come down from Winnipeg last week. Knowing that this firm runs one of the most prominent grocery houses of the west, and that Mr. Galt is well informed on every subject concering the welfare of that part of the Dominion, THE GROCER called on him.

In the course of the conversation I asked him—as every one from Manitoba is asked—how the prospects were for a good crop this year.

"Well," he said, "they might be better and they might be worse. Yes, the reported dry spring was a fact, and the growth has not been very abundant; May has been rather backward, but the recent rains have brightened the hopes of the farmers. The large increase in acreage, too, will make a vast difference in the amount of grain produced this year."

Continuing, he said that trade was good in the west, but as his trade was confined to, or rather scattered over, Manitoba and the Northwest, he spoke in regard to these districts only.

"Well, can you see the reflection of the gold mines or the head-lights on the engines of the new railways in Winnipeg yet?" I asked.

"Perhaps slightly," he answered. "If British Columbia booms, a market will be opened up for the produce of the districts into which our travelers go. The mines in the district around Rat Portage will aid us in the same manner."

He concluded our short conversation by saying that the sales of "Blue Ribbon" tea, from the Toronto agency under the management of Mr. Mackay, had exceeded his expectations.

MODERN COOKING.

The following lines on "Cooking According to Science" appeared in a recent issue of The New England Magazine:

Give me a spoon of oleo, ma,
And the sodium alkali,
For I'm going to bake a pie, mamma,
I'm going to bake a pie.
For John will be hungry and tired, ma,
And his tissues will decompose;
So give me a gramme of phosphate,
And the carbon and cellulose.

Now give me a chunk of caseine, ma,
To shorten the thermic fat;
And hand me the oxygen bottle, ma,
And look at the thermometer:
And if the electric oven's cold
Just turn it on half an ohm,
For I want to have supper ready
As soon as John comes home.

Now pass me the neutral dope, mamma,
And rotate the mixing machine,
But give me the sterilized water first,
And the oleomargarine,
And the phosphate, too, for now, I think,
The new typewriter's quit,
And John will need more phosphate food
To help his brain a bit.

FOR DRYING FISH.

While the demand for fish, the world over, is steadily increasing, the demand for and consumption of salt fish is steadily declining. The salt fish market is gradually being supplanted by the supply of dry fish from Nova Scotia and St. Pierre.

The United States have hitherto carried on quite an export trade, particularly with Hayti and San Domingo, in pickled salt fish, but these markets are now being supplied with the Canadian cured dry fish. These fish are also going to tropical countries, such as Africa and South America.

This falling off in consumption of salt fish is being felt severely all along the New England Coast, for the Americans themselves prefer the "English" dry fish. In the past on importations of this brand the Americans had to pay a duty of 75c. per cwt., and under the new American tariff the duty will be largely increased.

The secret of this Canadian success lies in the fact that Whitman's drying process has been used in the Maritime Provinces only. Were it not for the difficulty of drying the codfish in such a humid and fickle climate as prevails on the Coast, these light salted, hard dried fish could be made in New England, but as it is they are being dried only in Nova Scotia.

Mr. Whitman is now, however, trying to sell the right of this patent process for operation on the New England Coast.

RETURNED
July 2. 1
T. a. D

The Hamilton Cash Register

is the National Cash Register with all the Latest Improvements Up to Date.

We guarantee to save you from $10 to $100 in the price of a National Cash Register. We are now making over ninety different kinds of National Cash Registers, and can supply you with the following :

No. 301 1-2 at $40.00. No. 302-C at $50.00. No. 303 at $60.00.

We have a number of second-hand total-adding National Cash Registers on hand which we will sell for less than half the price paid to the National Cash Register Co.

WRITE FOR CATALOGUE.

HAMILTON BRASS MFG. CO., Limited. - HAMILTON, ONT.

Cash for Butter

Choice crocks and tubs wanted. Highest market prices paid for good stock nicely packed.

Dried Apples

Write me for price and mail sample before you sell. Am always open to buy these goods.

Jams, Jellies and Fruit Vinegar

of choice quality for sale at right prices. Also a special line of **LEMONS** —good, sound stock— at a bargain.

R. J. GRAHAM - Belleville, Ont.

TOO MUCH CREDIT.

A MERCHANT sat in his office with a pen clinched in his fist, a look of distress his countenance bore while his eyes were full of mist, says Omaha Trade Exhibit. On the table before him lay a book representing the labor of years, and the items shown on the debit side told the cause of his look and his tears. For years he had struggled, figured and saved, in the hope that he might lay away a little stuff for the comfort of age and provide for a rainy day. He had toiled from dawn till dewy eve for twenty years or more and every man who bought on time knew "Uncle Jake" kept store. The fellow who is on the beat, the man with nothing to do, or anyone in need of things, bought of Jake without a sou. All had their names on old Jake's book with balances in red, and now "hard times" had struck the town, the old man wished 'e was dead. His bills came due—this never fails—jobbers must have their pay, or else the festive sheriff gets his work in right away. A draft was made on Uncle Jake—which draft he failed to meet—and now the sheriff had the keys while Jake was in the street. "Credit" had done it. The case was plain. The story was fully told in the book which lay on the table before poor Jake—but the story is old. He couldn't refuse the customers time. They would pay him, he thought, some day; but alas! for his faith in human kind, so many do faith betray! But time rolled on —as time does do—Old Jake was clear dead broke; his youth was gone, his old friends too; 'twas plain he soon would "croke." The world seemed like a blank to him, his face was wrinkled and wan, his form was bent, his step unsafe, he was old, but yet a young man. Credit had done it. The worry disease was claiming Jack for its own; it was now apparent that pretty soon he would go to a brand new home; a home beyond this world of strife, where men are tried and true and live out God's commandments. "Do unto others as you would have others do unto you." The papers said one Sabbath morn that Jake had sickened and died; business reverses had killed the man; left his family in want beside. The preacher who said the last sad rites, from the store book took his text; he said that the ledger had murdered the man, and he talked as if he was vexed. How many men, this good man said, were sent to early decay by books like this with accounts unpaid, he was not prepared to say.

That they were many he fully believed and he thought it was now full time that those who could should pay their bills and business men draw the line against too reckless a crediting, if they would escape the fate which overtook the man in the box, before it was too late.

Now, this is not a fancy sketch. "There is more truth than poetry in it." And we don't intend any reflection on our poetry, either. Business men should draw a lesson from it.

GETTING READY TO BUILD THE ROAD.

Freight cars in the C.P.R. yards are now being loaded with grading implements, tents, groceries and other supplies for the early construction work on the Crow's Nest Pass railway. It appears that the sub-contractors have been given a "tip," which has caused them to make all preliminary preparations to commencing the work at once. The Fairchild Company yesterday loaded four cars of wagons, scrapers, etc., and it was learned that their destination was the Crow's Nest Pass line. Several contractors in the city have been showing unwonted energy lately, and although they have nothing to say regarding the cause, it is well understood that it means that work on the line will be commenced as soon as those holding the contracts can get their supplies in the field. It is estimated that nearly $50,000 was spent recently in the city purchasing supplies.—Free Press, Winnipeg.

As the 48th Highlanders of Toronto have gained the highest honors for proficiency in drill, so has the . . .

English Army Blacking

FOR ITS EXCELLENCY OF QUALITY.

This BLACKING is now being used in almost every English-speaking colony the world over. Canadian visitors at the Bisley Rifle Ranges in England will find the English Army Blacking being used by the troops there.

THE F. F. DALLEY CO., Limited - HAMILTON, CANADA

God Save The Queen

One of the most remarkable as well as most far-reaching benefits of Her Majesty's long and prosperous reign is the growth and development of

British Grown Teas.

When she ascended the throne in 1837
Ceylon and Indian Teas were an unknown factor in the commercial world ; to-day in 1897

Ceylon and Indian Teas

RULE THE WORLD

Hats Off ! !

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ELIE PERRON, general storekeeper, Isle aux Coudres, is offering to compromise at 35c. on the dollar.

Cleophas Begin, grocer, Levis, Que., has assigned.

M. Elliott & Co., grocers, Montreal, have filed a consent of assignment.

The sheriff is in possession of the stock of the Vancouver Biscuit Co., Vancouver.

Joseph Lebarge, grocer, Toronto, has assigned to E. R. C. Clarkson, Toronto.

The Boehmer Co., general store, Berlin, are offering to compromise at 50c. on the dollar.

Richardson & Loree, general storekeepers, Carman, Man., have assigned to J. Armington.

J. B. Laforest, general storekeeper, St. Perpetue, Que., has assigned to Lamarche & Benoit.

A meeting of creditors of J. M. Deschatelets, jr., grocer, Montreal, was held on the 15th inst.

Cumminger Bros.., general merchants, Sherbrooke, Que., are asking for an extension of time.

Hamlin & Burk, general store, Elmsdale, Ont., are offering to compromise at 50c. on the dollar.

The Great Norwestern Tea Co., (J. M. Teichmann, proprietor) Winnipeg, has assigned to S. A. D. Bertrand.

F. B. Latour, general merchant, St. Polycarpe, Que., has assigned. A meeting of his creditors was held on the 17th inst.

S. H. Northcott, general storekeeper, Hespeler, Ont., is offering to compromise with unsecured creditors at 25c. on the dollar cash.

J. W. Wooster & Co., grocers, Rat Portage, have assigned to P. H. Clark, Rat Portage ; a meeting of the creditors is called for the 25th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Deslongchamps, Auclair & Co., grocers, Montreal, have dissolved.

Black & McCance, grocers, St. Thomas, Ont., have dissolved partnership. John A. McCance continues.

Renard & Schorr, dealers in butter, Vancouver, B.C., have dissolved partnership. J. E. Renard continues.

A partnership has been formed in Montreal to run a grocery business under the style of J. Forest & Co.

George Chisholm has been registered as the sole partner of Angus Chisholm, grocer, New Glasgow, N.S.

Villeneuve & Wilson have started a cigar manufactory in Montreal. Eugene W. Villeneuve is proprietor.

Oliver Roy and Joseph Cusson have formed a partnership to carry on a grocery business in Montreal, under the style of Roy & Cusson.

Chase & Sanborn, tea and coffee merchants, Montreal, have dissolved, and a new partnership has been formed under the same style.

John O'Donnell, sr. and jr., have formed a partnership to do a grocery business in Quebec. They are trading under the style John O'Donnell & Co.

J. L. Ballantyne has been admitted as partner to the firm Manley & Averil, general storekeepers, Grand Forks, B.C. The style now is Manley, Averil & Co.

SALES MADE AND PENDING.

E. Fernando, fruit merchant, Rossland, B.C., is giving up business.

A. Ferland & Co. are opening out a general store in Nelson, B.C.

E. Masse, grocer, Montreal, has sold out his St. Catherine street branch.

The assets of A. Laroche, flour merchant, Quebec, are advertised for sale on the 17th.

E. R. B. Hayward, general storekeeper, Whitby, Ont., is advertising his business for sale.

James Proctor, grocer and flour and feed merchant, Niagara Falls, Ont,, has sold his stock.

The stock of the estate of Bernard Taylor, grocer, Montreal, has been sold at 52c. on the dollar.

The real estate of Narcisse Lemire, grocer, Montreal, Que., is to be sold at auction on the 6th prox.

The stock of Strong & Co., general merchants, Lachute, Que., has been sold at 68c. on the dollar.

Christina Illing, who has been running a grocery and liquor business in New Hamburg, Ont., is advertising the same for sale.

Jos. R. Beauchamp, grocer, Montreal, has sold out his business on Dorchester street, and purchased the St. Catherine street branch of E. Masse's business.

CHANGES.

T. T. Fradette is starting a general store at St. Prime, Que.

The Atlas Canning Co. of Vancouver are winding up business.

Shera & Co. are opening up a general store at Fort Saskatchewan.

The general stock of the estate of D. St. Amour, Comber, Ont., has been sold.

D. Morrier, Montreal, has commenced a grocery business.

Stanislas Monast, Montreal, has started a grocery business.

A. J. Fox, Shogamoc, N. B., has opened out in a general business.

Ludger Mireault, Montreal, has commenced a grocery business.

Robert Stafford, general merchant, Joliette, Que., is reported to be away.

F. C. Brown has opened out a general store in Lower Southampton, N.B.

The premises of E. H. Pelletier & Co., fruit merchants, Quebec, are closed.

T. Monette & Co., cigar manufacturers, Montreal, have opened a retail store.

J. C Allen & Co., general storekeepers, Holstein, Ont., have heen succeeded by J. H. Brown.

Xavier Lemieux is the registered proprietor of the grocery business of J. T. Hamel & Co., Levis, Que.

Alphonsine Demarais is registered proprietress of the general business in Richmond, Que., carried on by Desmarais Bros.

Thos. Roy & Fils, hay and grain merchants, St. Johns, Que., are commencing business with Charles T. O. Hay as proprietor.

T. Andrew Pearson, commission and flour merchant, Wilmot, N. S., has registered a consent for his wife, Minnie J. Pearson, to do business in her own name.

FIRES.

Joseph Allaire, general storekeeper, St. Louis, N.B., was burned out. Insurance was $1,200.

Fire destroyed the general stock of F. Benoit, and also that of H. Poirier & Fils, of Roxton Falls, Que. Both were partially insured.

The wholesale grocery and liquor stock of N. Quintal & Fils, Montreal, has been damaged by fire and water. Loss was covered by insurance.

DEATHS.

C. C. Chaisson, general storekeeper, Rogersville, N.B., is deceased.

William Walsh, of Ormund & Walsh, drug and seed merchants, Peterboro, Ont., is dead.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

The Hilliard House, Rat Portage
The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

THE BEST CANADIAN LAMP OIL MADE IN CANADA
Car Loads or Less. Write for Prices.

THE QUEEN CITY OIL CO., Limited
Samuel Rogers, President. TORONTO

HELLO ! ! ! YES,
Certainly we sell
"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...
Canadian Cocoanut Co.
(J. Albert McLean, Prop.)
MONTREAL

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Limited., LONDON, N.W. ENG.

Ask for Prices — WHEN YOU WANT **SALT** FOR ANY PURPOSE — Glad to Send Samples

VERRET, STEWART & CO., Montreal - Quebec.

AN AUTOMATIC SELLING MACHINE . . .
To sell
Adams' Tutti Frutti
For full particulars, apply . .
Globe Automatic Selling Co.
13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST

WINDSOR SALT

TABLE SALT
BUTTER SALT
CHEESE SALT
ORDINARY FINE SALT

Our capacity is large enough to enable us to ship all orders without the slightest delay.

WINDSOR SALT CO. Limited. **Windsor, Ont.**

"Build to-day then, strong and sure, With a firm and ample base." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD. TORONTO will bring you tenders from the best contractors

ADAMS' GINGER BEER IS DELICIOUS.

NO TROUBLE TO MAKE. NO STRAINING REQUIRED. READY FOR USE IN 24 HOURS. PREPARED with FLEISCHMANN'S COMPRESSED YEAST. FULL DIRECTIONS INSIDE.

PROMOTES DIGESTION

10c. ADAMS' LIQUID 10c. ROOT BEER! THIS BOTTLE MAKES TWO GALLONS.

ORDER NOW

YOUR CUSTOMERS ASK FOR ADAMS'. 10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.

Dominion Agents. 38 Front St. E., Toronto, Ont.

We Sell the Best.

SOUTHWELL'S ORANGE MARMALADE

New Season's 1897.

Write for Quotations. ...

FRANK MAGOR & CO. 16 St. John Street Montreal

CURRENT MARKET QUOTATIONS

Toronto, June 17, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
½ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 b. pails..... "	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz'), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ½ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods or special brands on application

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

Diamond— W. H. GILLARD & CO.

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1	25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

Silver Cream, ¼ lb. tins, 4 to 6 doz. per doz. cases.....$0	75
English Cream, ½ lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. O. FRENCH BLACKING. per gross

¼ No. 4 .....$	4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " " "	3 60
No. 3 " " " " "	4 50
No. 5 " " " " "	7 20
No. 10 " " " " "	9 00
Vegan Oil Blacking, 1 doz. cases, liquid	2 00

per doz

New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING.

No. 1 Bronze Tins, per gross.....$	2 60
No. 2 Bronze Tins, per gross .....$	3 40
" 3 " " "	5 60
" 4 " " "	10 00
" 1 Enamelled Tins "	2 50
" 2 " " "	3 75
" 3 " " "	4 00
" 4 " " "	4 50

THE ALPHA CHEMICAL CO.

Shoe Dressing— in ¼ gross cases. Per Gross

French Oil in 3-doz. cases.....$	22 00
Reliable Shoe Dressing	9 00
Ecliptic Combination tan	12 00
Moody's Ox Blood....	12 00
Chocolate....	12 00
Alpha Chemical Co. French Castor Oil...	9 00
Alpha Chemical Co. Refined Sweet Oil...	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Shoe Blacking— in ¼ gross cases.

Reliable French Blacking, No. 5	9 00
" " " No. 4	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1½	4 25
Patent Leather Polish No. 1½	9 00
Waterproof Dubbin No. 4	9 00
Alpha Metal Polish No. 2.....	9 00

Patent Stove Polish—

Sunlight Lead Bar.....	4 25
Packed in ½ gross cases	
Sunlight Liquid, ¼ gross cases...	10 80
Moody's Black Lead	4 25
½ gross cases	
Reliable Stove Pipe Varnish	15 00
¼ gross cases 6-oz. bottles	

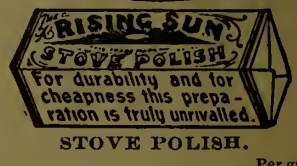
Quickshine Pipe Varnish..... 12 0
¼ gross cases, pressed top tins.

Stove Polish— per gross

Quickshine Polish	00
Reliable Paste..	6 00
Electric Crown Paste	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ gro. 2 oz., or ¼ gro. 4 oz.	
Dixon's Carburet of Iron Stove Polish, 70c doz .....Per gr.	7 25



STOVE POLISH.

	Per gros
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5c. size, ¼ gross boxes.....	5

Starch . .

LAUNDRY STARCH

CULINARY STARCH

RICE STARCH

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.

		per doz
Gem Stove Polish, ¼ gross cases	$9 00	
Stovepipe Varnish, 4 oz. bottles		1 00
6 oz. bottles		1 25
Boston Brunswick Black, 8 oz. bottles		1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread	0 07
Warbler, with Song Restorer	0 05¾
Belgian, with Bird Improver	0 05½
International, with Bird Treat	0 05¼
German X, with Cuttlefish Bone	0 04¾
German, with Cuttlefish Bone	0 04¼
London Bird Seed, bulk 25 lb. cases	0 04½
Bird Gravel, 10c. pkts., 24 in case	0 06
Bird Gravel, 5c. pkts., 18 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " " 5c. " 48 " "	0 03

CORN BROOMS

CHAS. BOECKH & SONS.

	per doz. net.
Carpet Brooms—	
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

BLUE.

KEEN'S OXFORD.

	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 40	1 70
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 72½	0 75
Lobster, talls	2 30	2 52
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 50
" " Horseshoe	....	1 50
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " " ⅛s	0 10½	0 11
" " " " " ⅛s	0 18½	0 19
Sardines, other brands 9¾	11 0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 35
Sardines, Amer., ¼'s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kippered Herring, 1-lb.	1 60	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	....
Herrings in Anchovy Sauce	2 00	....
Herrings a la Sardine	2 40	....
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	$1 20	$1 35
" " " 2 "	2 30	2 50
Comp Corn Beef 4-lb. can	....	....
" " " "	7 75	8 25
" " " 14 "	15 00	16 00
Minced Callops 2 "	....	2 60
" " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " 2 "	....	6 00
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	....	2 50
" " 2 "	....	4 00
Soups, assorted 1 "	....	1 50
" " 2 "	....	2 25
Soups and Boull. 2 "	....	1 80
" 6	....	4 50

Acme Sliced Beef. No, 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1½ lb.	7 00	7 20
" " 2 lb.	8 50	8 80
" " 2½ lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" " 2 lb.	6 50	6 80
Chipped Beef, ½ lb.	1 60	1 70
" " 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" " 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham ¼ lb.	70	75
Potted Meats, Tongue or Ham ½ lb.	1 20	1 25
Potted Deviled Ham or Tongue, ¼ lb.	70	75
Potted Deviled Ham or Tongue, ½ lb.	1 20	1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00	3 15
" " 1 pt.	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	....
liced Gold Band Bacon	3 00	...

Codfish.

	per doz
Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.

ADAMS & SONS CO.

	per box
Tutti Frutti, 36 5c. bars	$1 20
" "(in cream pitcher) 36 5c bars	1 20
" "(in sugar bowl) 36 5c bars	1 25
" "(in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs.	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER
Belleville, Ont.
Send for price list. Mention GROCER.

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

THE ARCTIC REFRIGERATOR

All sizes; sweetest, driest, coldest, with least amount of ice. Send for catalogue. . . . .

John Hillock & Co. 165 Queen St. E. **Toronto**

THE MOST NUTRITIOUS COCOA.

EPPS'S

GRATEFUL—COMFORTING

COCOA

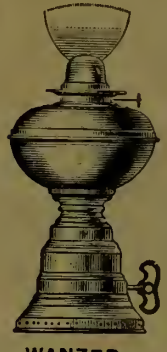
In labelled Tins. 14 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co. HALIFAX, N.S. ESTABLISHED 1849. IS ALL BEST.

ASK FOR

MOTT'S



IMPROVED

WANZER

LAMP AND OVEN

Best Light	Non-Explosive
Roasts	Broils
Bakes	Steams

without impairing the light.

Several hours Lighting and Cooking for one cent. We want to reach the public through the trade. Liberal discounts. For prices and information write The

WANZER LAMP & MFG CO.
HAMILTON.

WANZER.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

COWAN'S

Hygienic and Perfection — **Cocoas** and Cocoa Essence

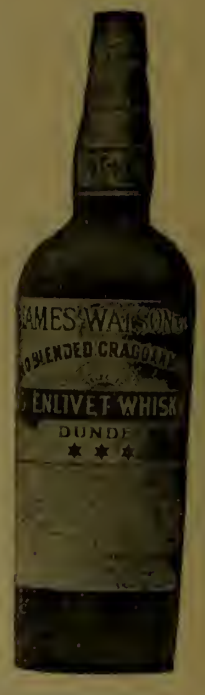
Queen's Dessert, Royal Navy and Perfection — **Chocolates**

Chocolate, Pink, White, Lemon Color — **Icings**

A child can ice a cake in three minutes.

Cowan's Famous Blend Coffee is perfection in strength and flavor

THE COWAN CO. LTD. - TORONTO



Always the Same.

The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, ackages	1 40

CHOCOLAT MENIER.

Vanilla— per lb.	In 5 case lot.	Cases of 10x12 lb bxs.	In 12 lb bxs
Yellow wrapper,	$ 0 32	$ 0 34	$ 0 36
Unsweetened—			
Blue Premium	C 35	0 37	0 39
		Per case.	Less than case
Pastilles—			
Yellow wrapper, 108 bxs. to the case		$20 00	0 20
Croquettes—			
Yellow wrapper, 9 bxs. of 12 packages		$20 00	0 20

FRY'S.
(A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
" Gold Medal " Sweet, ¼'s, 6 lb. bxs	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's " Diamond," ½'s, 14 lb. bxs.	0 24
Fry's "Monogram," ½'s, 14lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	4 50
" 1 lbs. "	8 25
Homeopathic, ¼'s, 14lb. boxes	....
" ½ lbs. 12 lb. boxes	33

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma, per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ⅓ " " "	0 29
" ⅛ " 5 or 10 "	0 30

SCHEPP'S

Improved in packages—	per lb
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	

MANY GROCERS WILL

persist in keeping Biscuits in wooden boxes exposed to all the varying temperatures, the dust and the flies. The better way is to have them arranged in our glass-fronted tins. Your customers will appreciate the change. When ordering again remember this. It will help to increase your sales. Our travellers will give you pointers as to our methods of showing off your Biscuits.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb	....	....
Improved Shredded, "	....	....
Beaver " "	....	....
Macaroon "	....	....
Desiccated "	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 13 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 18 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

Mecca	....	0 34
Damascus	....	0 30
Cairo	....	0 25

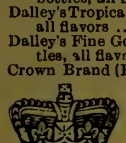
TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Lagusya "	....	0 26
Mocha and Java	0 32	0 34
Old Government Java	0 30	0 32 0 35
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 25
Crushed East India	....	0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25

Crown Brand (Robert Greig & Co.)—



1	oz. Bottle, per doz.	0 90
2	" " "	1 50
2½	" " "	2 00
4	" " "	3 00
8	" Bottle "	6 00
4	" Glass Stop'r "	3 50
8	" " "	7 00

Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles, gross	12 00
Ketchup, Sorew Top, "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

BOVRIL

	per doz.
Bovril—1 oz. bottles	$2 00
2 oz. "	3 75
4 oz. "	6 50
8 oz. "	11 25
16 oz. "	18 25
Small bottles, (to make one cup)	1 00
Invalid Bovril—2 oz. jars	3 85
4 oz. jars	6 55

BI-CARB SODA.

Standard, per keg of 112 lbs	2 40	2 50

FRUITS.

FOREIGN.		per lb.
Currants—Provincials, bbls	0 04⅞	0 05
" ½ bbls	..	0 05
" Filiatras, bbls	0 05	0 05½
" ½ bbls	0 05	0 05½
" Patras, bbls	0 05¾	0 06
" ½ bbls	0 05¾	0 06
" cases	0 05¾	0 06
" Vostizzas, cases	0 07	0 08
" Blue Pearls	0 08	0 08½
Dates, Hallowee boxes (new)	0 05¼	0 06
Figs—Eleme, 10 oz	0 07½	0 00
" 10 lb	0 09	0 12
" 18 lb	0 11	0 13
" 28 lb	0 13	0 14
" taps	0 03	0 04
" natural, boxes	0 05	0 06
" ditto, bags	....	0 04½
Prunes—Bosnia, cases	0 06	0 07
" Bordeaux	0 04½	0 06½
Raisins—Valencia off stalk	0 05	0 05¼
" Fine, off stalk	0 05¾	0 06
" Selected	0 06¾	0 07
" Layers	0 07	0 07½
" Sultanas	0 07	0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07¼	0 08¼

Malaga	per box.	
" London Layers	1 60	1 80
" Dehesa Clusters	3 50	4 00
" Imp. Russian Clusters	5 00	5 50

DOMESTIC.

Apples, dried, per lb	0 02	0 03½
" evaporated	0 03	0 05

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	....	2 00

ROBINSON'S BARLEY AND OROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYOIENIC SELF-RISING FLOURS. per doz.

Buckwheat Flour, 2½ lb. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size	1 50

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY OELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz	95
1 " " Red, "	1 00

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—50 to 60 dy, $1.74 Pittsburgh, duty included, or $1.95 Toronto.

HORSE NAILS—

Canadian, dis. 50 per cent.

HORSE SHOES—

From Toronto, per keg 3 35

SCREWS—Wood—

Flat-head bright, 87½ and 10 p. o. dis.
Round-head bright, 80 and 10 p. o. dis.
Flat-head brass, 82½ and 10 p. c. dis.
Round-head brass, 75 and 10 p.o. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	....	1 35
ROPE—Manilla	0 07½	0 08½
Sisal	0 05⅞	0 06⅞
AXES—Per box	5 25	9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—

Heavy T and strap, 70 per cent.
Screw, hook and strap 2 40 3 50

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lb. irons	....	5 15
No. 1		4 77½
No. 2		4 35
No. 3		4 02

TURPENTINE—

Selected packages, per gal. 0 40
2c, extra outside points.

LINSEED OIL—

Raw, per gal	0 41	....
Boiled, "	0 44	....

2c. extra outside points.

GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S OOODS. per doz.

Frank Magor & Co., Agents.

range Marmalade	....	1 50
Clear Jelly Marmalade	....	1 80
Strawberry W. F. Jam	....	2 00
Raspberry " "	....	2 00
Apricot " "	....	1 75
Black Currant " "	....	1 85
Other Jams " "	1 55	1 90
Red Currant Jelly	....	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AOENTS.

Watson's Scotch—		
1 Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8 00
Banagher	9 50	10 00
" in wood, per gal	4 25	5 25
Geo. Sayer & Co. Cognac—		
1 Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur. 14 years old	15 50	16 50
In wood—Fine old Scotch	....	4 40
Special old Scotch	....	5

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
" 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.	per gross.		
Pony size	$ 7 50	Beer Mug	16 20
Small Med.	7 50	Tumbler	11 50
Medium	10 80	Cream Jug	21 60
Large	12 00	Sugar Bowl	22 00
Spoon	18 00	Caddy	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, bulk, per lb	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
½ lb. tins, 2 " "	1 20
1 lb. jars, per doz	2 40
4 lb. "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B	0 03⅞	0 03⅞
Patna	0 04¾	0 05¼
Japan	.....	0 05
Imperial Seeta	.....	0 05¼
Extra Burmah	0 04¼	0 04⅜
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Graud Duse	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

ROOT AND GINGER BEER.

Adams' 10c. size, per doz	$ 80
" " " gross	9 00
" 25 " " doz	1 60
" " " gross	18 00

STARCH.

EDWARDSBURO STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05½
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06½
Benson's Satios, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co 's Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No.1 white, 1-lb.cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINOSFORD'S OSWEOO STARCH.

SILVER GLOSS	40-lb boxes. 1 lb. pkgs.	0 08
	6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08½
PURE	—16-lb. boxes	0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	0 07¼

There are reasons for it.

FOR WHAT?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddiogs, custards, etc.

ONTARIO / STARCH — 38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH 1N / BARRELS — Silver Gloss	0 07½
STARCH 1N / BARRELS — Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs.	0 04¾
Kegs, 100 lbs.	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, siogle barrels	0 04 7-16
Redpath aod St. Lawrence, 5-barrels	0 04⅜
Acadia, single barrels	0 04⅜
" 5 "	0 04 5-16
Paris Lump. bbls. and 100-lb. boxes	0 05¾
" In 50 lb. boxes	0 05½
Extra Ground, bbls. Icing	0 05⅝
Powdered, bbls	0 05
Very bright refined	0 03¾
Bright Yellow	0 00
Dark Yellow	0 00
Demerara	0 03⅞

	0 05½	0 05⅝	0 05⅞	0 05¼	0 04⅛	0 03¾	0 03⅜	0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark.....per gallon.	0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (com)		0 40
" 2 gal. pails		1 00
" 3 gal. pails	1 35	1 40

MOLASSES.

Barrels	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot	4 20
Box Lot	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furolshed on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.	0 35
" " 60 ½-lbs.	0 35
" " 30 1-lbs.	
" " 120 ½-lbs.	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Monling, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA OREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

Young Hyson— PINO SUEYS.

Half Chests, firsts	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

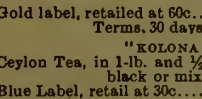
LIPTON S TEAS.

No. 1 Ceylon, retailed at	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices,

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21



Green label, retailed at 30c.	0 22
Blue label, retailed at 40c.	0 30
Red lable, retailed at 50c.	0 36
Gold label, retailed at 60c	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c		0 22
Green Label "	40c	0 28
Red Label "	50c	0 35
Orange Label, retail at 60c.		0 42
Gold Label, "	80c.	0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 73
Ingots, rough and ready, 8's	0 71
Laurel, 3's	0 63
Brier, 7's	0 61
Index, 7's	0 58
Honeysuckle, 8's	0 70
Napoleon, 8's	0 64
Victoria, 12's	0 61
Brunette, 12's	0 58
Prince of Wales, In caddies	0 62
" " In 40-lb. boxes	0 62

WASHING POWDER.

"SILVER DUST"

Case..... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case..... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.....100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz
Palls, 2 hoop, clear, No. 1	$ 1 45
" 3 " " " "	1 80
" 2 " " " 2	1 40
" 3 " " " 2	1 55
" " " painted " 2	1 40
Tubs, No. 0	8 00
" 1	6 50
" 2	5 50
" 3	4 50

THE E. B. EDDY CO.

Washboards, Planet		1 60
" XX		1 40
" X		1 25
" Special Globe..		1 50
Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross	$ 2 00
" 10 " "	1 10
" 2 Tiger,	5 00
" 4 " "	2 00

Young & Smylie's

Newest...
Specialty

MINT... PUFF-STRAPS

RECOGNIZING the great popularity of peppermint with the sweets-loving public, we are the first to introduce to the trade Pliable Licorice containing this flavor.

The delicious quality of our Pliable Licorice is well known; it is matchless in this respect as well as in its flavor and finish.

Our Triple Tunnel Tubes and Navy Plugs are great favorites also, and are made of the same material, although flavored differently. . . . . .

We recommend all these goods as suitable for Summer Trade; they will please the most exacting taste as wholesome, smooth and palatable confections. . . .

For . . . . .

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoop, expand and contract with the wood. BEST GOODS MADE.

Represented by...
Chas. Boeckh & Sons, Toronto.
The H. A. Nelson & Sons Co., Montreal.

THE
Oakville Basket Co.

MANUFACTURERS OF

1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

REFRIGERATORS

of all kinds and all sizes.

GROCERS' REFRIGERATORS

a specialty. Do not order for this season before examining our lists.

EUREKA REFRIGERATOR CO.
Noble St., Toronto

WESTERN Incorporated 1851.
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . . .

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Send for Samples.

THE DRY GOODS REVIEW

TORONTO . . . . MONTREAL

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

on this Continent.

Trade-Mark.

No **Chemicals** are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.

N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

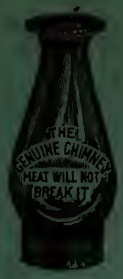
J. H. TODD & SON,

Victoria, B.C., Owners.

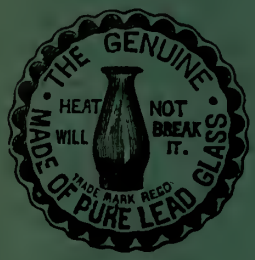
AGENTS—Geo. Stanway, Toronto, Agent for Ontario.
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

THE "GENUINE"

Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .



HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" **Lead** Glass Chimney.

COWANS, KENT & CO., - TORONTO

Which Gelatine?

Dealers need no longer hesitate as to which Gelatine it will pay them to push. **KNOX'S** has carried off the highest awards everywhere. In quality, purity and delicacy it has no equal.

The rapidly increasing demand exceeded the output of the Johnstown, N. Y., factories, but Mr. C. B. Knox, having purchased the plant of the Boston Crystal Gelatine Co., will put up their brand also, and uniform excellence and superiority will be maintained.

C. B. KNOX, Mfr.

JOHNSTOWN, N.Y.

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ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY, PROPRIETORS

Executive Offices,

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—**McKinnon Building**
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THOS. O. IRVING, Superintendent.

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and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

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The Canadian Dry Goods Review.
The Bookseller and Stationer.
The Paper and Pulp News.
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Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . . .

MacLean Publishing Co.

Montreal : : Toronto

"GILT EDGE"

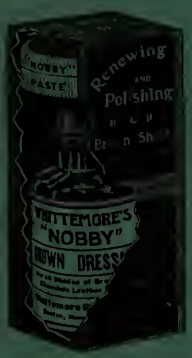
The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried, always used. Largest quantity. Finest quality. Retails at 25 cents.

"NOBBY" BROWN COMBINATION

Package contains a 4-oz. bottle of Nobby Brown Dressing and a full-size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and waterproof polish. Retails at 25 cents.

"JEWEL" BROWN COMBINATION

Package contains a 2-oz. bottle of Brown Dressing and a small decorated tin box of Brown Polishing Paste. The dressing cleans and renews the surface of the leather and the paste adds a brilliant, durable and waterproof polish. Retails at 10 cents.



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For men's and boys' shoes, produces a brilliant jet black polish without brushing, thus saving time, labor and money. Retails at 25c.

PATENT LEATHER POLISHING PASTE

For giving patent leather shoes a quick, BRILLIANT and WATERPROOF lustre without INJURY to the leather.

For sale by—

All Wholesale Grocers.

Aubin's Patent Refrigerator

The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame MONTREAL.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

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JOHN FORMAN, 650 Craig Street
MONTREAL

THE CANADIAN GROCER

VOL. XI MONTREAL AND TORONTO, JUNE 25, 1897. No. 26

Manufacturers To Her Majesty by Special Warrant THE QUEEN

To the Court of Holland and the King of Italy

Purveyors to H.R.H. the Prince of Wales

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862
Only Medal Dublin 1865.

Only Silver Medal Paris 1875
Grand Gold Medal Moscow 1872 &c &c

Bull's Head Trade Mark

1878 Cross of the Legion of Honour

PEEK FREAN & Co's BISCUITS AND CAKES.

Have obtained great Celebrity for their PURITY & EXCELLENCE

Factory—LONDON. Sample Room—Schepp Building, Hudson and Duane Sts., NEW YORK.

SPECIAL
LIQUEUR HIGHLAND WHISKY.
Cockburn & Co.
ESTABLISHED 1796 Leith & London
8, LIME STREET E.C

Try——

COCKBURN'S SCOTCH WHISKY

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . . .

J. & R. McLEA, Montreal

AGENTS FOR THE DOMINION

Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland

Tanglefoot

SEALED

STICKY FLY PAPER

The only kind that fulfils all requirements and expectations

Is sold by the following Wholesale Grocers in Canada :—

Edward Adams & Co. - London, Ont.
Balfour & Co. - Hamilton, Ont.
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Dearborn & Co. - St. John, N.B.
The Eby, Blain Co., Limited, Toronto, Ont.
H. P. Eckardt & Co. - Toronto, Ont.
Elliott, Marr & Co. - London, Ont.
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James Hodge - Fredericton, N.B.
Howe, McIntyre Co., Montreal, Que.
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EVERY WHOLESALE DRUGGIST IN CANADA SELLS IT.

Winners of Confidence

Sold by Wholesale Grocers Everywhere

Look For **This Brand** on the package, then—worry no more. You are safe! Once sold it STAYS sold. No complaint on THIS brand. $98\frac{50}{100}$ pure Bicarb Soda.

No purer, no stronger, no more even grade is made than this—the Hand in Hand Brand of

Bicarbonate of Soda.

A "Medal" Cocoa. Over 100 medals awarded to the house of Fry! What for? What qualities do judges judge on, but purity—strength—perfection?

Judge the "Medal" Cocoa by the qualities that win medals for it—everywhere. The Cocoa of Confidence.

Fry's

Wanted—Now! A pure—strong—"no musty flavor" Lime Juice. Here it is—Stower's. Stronger by 20 per cent. than any other. Hence consumers get more for their money. IT HOLDS TRADE. Look at this great virtue in Stower's Lime Juice Cordial—no alcohol in it, not a drop!

Stower's Lime Juice Lime Juice Cordial

Agents:

A. P. Tippet & Co.
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The St. Lawrence Sugar Refining Co.
LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

"I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR**, indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99 99/100 to 100 per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

CRESCENT BRAND
BM&Co.
TRADE MARK.

BRUNNER, MOND & CO., Limited
NORTHWICH, ENGLAND
MANUFACTURERS OF
BICARBONATE of SODA
REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.
SODA CRYSTALS
Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from the Wholesale Trade only.
WINN & HOLLAND - - - MONTREAL
SOLE AGENTS FOR THE DOMINION OF CANADA

FOR THE
Whitest
Lightest
and
Sweetest
Cakes

USE

Ocean Wave Baking Powder

Manufactured by the
Hamilton Coffee and Spice Co. Limited
HAMILTON, ONT.

ELECTRICALLY-WELDED STEEL WIRE-BOUND

Butter Tubs

THE HOOPS

are tinned making them impervious to rust.

THE HOOPS

are corrugated allowing for expansion and contraction of the tub.

These tubs attain a degree of strength and appearance which only wire hoops can give.

The E. B. EDDY CO. Limited

HULL, QUE.

38 Front St. West - - TORONTO
61 Latour St - - - MONTREAL

AGENTS—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

THE....

"DIAMOND" Baking Powder

"There's none better--not even at twice the money." The best quality, with our strict guarantee as to purity and effectiveness.

1-lb. tins,	2 doz.	in case	.....	$1.20	per	doz.
½-lb. "	3 "	"	"	.....	90 "	"
¼-lb. "	4 "	"	"	.....	60 "	"

WE ALSO put up Baking Powder under your own label--very attractive shelf goods--the powder guaranteed. You thereby directly profit by your push and energy. *This is worth consideration.*

VINEGARS . . .

. . AT LOW PRICES . .

X White Wine XX White Wine
XXX White Wine

Barrels and Half-Barrels.

ENGLISH MALT VINEGAR in original casks.
PROOF VINEGAR, barrels and half barrels.

W. H. GILLARD & CO. Wholesalers Only HAMILTON

JOHN MOUAT, Northwest Rep., Winnipeg.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XI. (Published Weekly) MONTREAL AND TORONTO, JUNE 25, 1897 ($2.00 per Year) No. 26

THE COST OF DOING BUSINESS.

A MAN asked the representive of this paper the other day if a wholesale house could do business on a basis of 5 per cent. profit on the invoice price of goods. The answer was that such a proposition was absurd. A recent address at a business men's convention in the Southern States dealt with this question of the cost of doing business, and the sentiments are worth considering at this time both by retailers and wholesalers :

Business methods of to-day are quite different from those of our fathers of 50 years ago. Then they had no railroads, no telegraph lines, and a merchant had to make a long, tedious journey to market to supply himself with 6 or 12 months' supply of merchandise ; mails were slow and newspapers were not read as much as they are to-day; people were not as well informed on subjects in general. Then profits in selling goods were very large, and it was not necessary that one should be particular about his expense account or his profits, which were always large enough and easily obtained. But the introduction of railroads and telegraph lines have wrought a wonderful change in the increased methods of transportation and the marvelous improvement in the interchange of communications between the most distant portions of the world.

FAMILIARITY WITH BUSINESS DETAILS.

Commerce has been revolutionized. The merchant and manufacturer of to-day have the opportunity of extending their trade to an extent only limited by their power to produce and their ability to determine the needs of customers. Commerce is always conservative and has its basis in knowledge, and hence it is highly important that we should acquaint ourselves with all of the details of our business and not be groping along in the dark without any knowledge of where we will land, awaiting the inventory and balance sheet at the end of the year to ascertain whether we have made or lost.

CHANGED CONDITIONS.

Bradstreet's reports that out of a list of firms doing business in the United States and Canada of 1,162,048 there are 300,000 names of individuals, firms and corporations annually dropped. One hundred thousand of these are not classed in the regular failures, since they pay in full by exhausting their means and quit business on account of failing to succeed. You will notice there is about one-third of the total number who drop out annually and are yet not classed as failures in the ordinary commercial reports. About the same number of new persons join the ranks, which, of course, makes a rapidly changing body. If this condition of things is kept up for a little while you can readily realize that the business public of to-day are a different population from that of comparatively a few years ago, and that with the new methods and the new conditions prevailing it is highly important for us to equip ourselves for our work.

REMEDIES FOR EXISTING EVILS.

It is generally admitted that the last few years of business have been periods of depression, and the immediate future does not promise much change for the better. Competition seems to be growing fiercer and harder. The percentage of profits in proportion to the gross sales must now be larger than it was formerly in order to take care of the expense account, but unfortunately the percentage of profits to the gross sales seems to be growing less. This must be remedied. The question now is how to do it. One way is to cut down our expenses, which most every one will find difficult to do ; another is to increase the percentage of profits on our gross sales, which we may do by concert of action ; but it will require concert of action, which, from the very nature of the case, is very difficult to obtain, but it must be obtained in some way, and if we cannot devise methods possibly our successors will, and it must be a humiliating confession to think we have not the ability to accomplish this end. My idea is that one of the most successful methods of bringing this about is for all to look closely into the question of

WHAT CONSTITUTES THE TRUE COST OF DOING BUSINESS.

The idea only a few years ago was (and I am persuaded there are still some who think so) that the invoice price and freight added to deliver the merchandise into the store constitutes the proper cost upon which to base the selling price, and if he has sold for a profit beyond this he is making money. This might be true if he had no house rent to pay, no interest on capital, no interest on borrowed money, no insurance, no taxes, no office expenses, no stationery bills, no postage, no telephone, no drayage, no boxing, no clerk hire to do the work in the store, no traveling salesmen, hotel bills, railroad fare, etc., for same, no salaries for the principals themselves, and, in fact, every other item of expense that enters into a business which is not considered in the invoice price with freight added, but all of these expenses will come in whether we want them to or do not want them to, and must be figured into the annual balance, even though they were not counted in the cost of distributing the goods.

It would be far better to recognize them as part of the cost when we go out to make prices, and if every one did this I think we would have less cutting of prices than at present, for it is reasonable to suppose that no one would go on the road to offer goods for less than it cost him to put them in the store and sell them and make collections for the same. Recollect that the cost is not all considered until you have the cash for sale back in hand ; even the discount which your customers take and return shipments which occur through mistakes in shipping goods, even by the most careful houses, and numerous other expenses which it would be hard to enumerate, but which are sure to appear ; also the frequent charities which a merchant is compelled to make, and dona-

SPECIAL PRICES ON

Canned Salmon

SPOT DELIVERY AND TO ARRIVE

THE DAVIDSON & HAY, LIMITED.

Wholesale Grocers - TORONTO.

TELEPHONES 399 AND 1399.

tions to customers; all these must be considered as part of the expenses.

EXPENSE ACCOUNT.

There does not appear to be any uniform method of keeping expense account. Almost all will admit that the salaries of employes, fuel, lights, repairs, postage, telegrams, traveling expenses, stationery, telephone, advertising, miscellaneous expenses, association dues, are all proper items of the expense account, and make up the cost of selling goods, while there are some who do not consider the salaries of principals, interest on capital invested, charity, insurance, taxes, gifts to customers, rent, collections on exchange, discounts deducted by customers, bad accounts, drayage on team account—some passing some of these accounts through merchandise account, others through profit and loss account, while others ignore them altogether. It appears to me it might be more forcible to us to pass these all primarily into the expense account as we go along and then we would have before us monthly what the expense of doing business was, while in the other way, passing them through the merchandise account or profit and loss account, which amounts to the same thing in the end, we do not discover it so readily and forcibly until the year is gone and the mistakes have been made. Besides, I fear that in estimating the profits that we are making we lose sight of all stock which is lying idle on the shelves, some of which is only turned occasionally, and such as is termed hard stock or job lot stock, which perhaps, is not turned in years, but the part we are selling must always pay the expense of that which lies on the shelf.

If one merchant who owns his own building and does his own traveling does not consider the rent, nor taxes, nor insurance, nor salary for himself—and I am told there are examples of this kind--you can readily see when he goes out to make prices for his goods that he would figure the cost of doing business at a much less price than a man who considers all of the items which have been enumerated and which most surely enter into the true cost. If this man was affecting no one but himself, and he chose to pursue these methods, then we would have no right to complain, but when he goes out to offer his goods in competition with others upon a false idea of the cost of doing business, and in consequence making such prices as will eventually result in failure, we think he should have due regard for the rights of others, and while he goes down to failure be considerate of taking others with him. We do not suppose that anyone goes out with this view in his mind, and perhaps has no thought about it in this way, and feels that he is making a legitimate profit and does not discover the error until it is too late.

CAUSES OF FAILURE.

The large list of changes in the names of business firms, as enumerated at the outset by Bradstreet, indicates that there are very many failures. It behooves us to look into the cause of these failures and avoid them if we may. It is very much better for every one concerned that every merchant should conduct his business economically and earn a fair profit; for no failure is beneficial to a community in which it happens. It often results in the lowering of prices and destruction of profits to those who are seeking to do a legitimate business and who are striving to retain their commercial integrity and good name by paying dollar for dollar for what they buy. As I said before, I do not believe that any man is going deliberately to this end, but it is evident that many do go there unawares.

THE FAILURE OF COMBINATIONS.

Other methods have been tried to correct this evil of cutting prices—viz., by having a common agreement as to what price we should make on certain goods in a specified territory. This, so far as I know, has always resulted in comparative failure, and I believe will continue to do so, for where it is necessary to make an agreement with more than two or three parties as to the maintenance of prices, such an agreement is pretty sure to be a failure. These associations eventually break up with bitter jealousies among the members who once endeavored to work together, resulting in very much lower prices than before the agreement was inaugurated, bringing about demoralization generally.

Now, if this thing be true with manufacturers, who are much fewer than jobbers, then how much more difficult, considering the large number, would it be for jobbers to formulate and maintain a working agreement. Some other method must be found to remedy these evils than that of formulating prices at which we must all sell. The only kind of combination that will ever succeed will be a combination that can reduce expenses and cheapen the prices below the reach of all competition upon the same ideas as the Standard Oil Company have always worked. But this has always been foreign to the idea of all combinations; they immediately get avaricious and put up prices unreasonably high, encouraging rascality and the building of more factories, of which we already have too many. However, I am persuaded that if we could be led to see the true cost of doing business, and that products of most kinds are declining in value, as they have been doing for a period of years, so that it requires our selling more of them to reach the same amount in dollars and cents, it would necessarily require a better percentage of gain on our gross sales than in former years because our expenses have not lessened. Railroad fares, hotel bills and salaries of traveling men have not declined in the same proportion as the wares we are selling.

INDISCREET SALESMEN.

It has been said that traveling salesmen are very largely responsible for the prices; I am not able to say whether this is a fact or not, but would it not be well for us to keep the salesmen constantly posted about

DIAMOND CRYSTAL SALT. . .

is free from "Lime," "Magnesia," and other impurities. Its *flavor* is delicious; its *strength* unrivalled; its *purity* unequalled.

It is especially refined for *Best Table* and *Household* purposes.

LUCAS, STEELE & BRISTOL - - Hamilton

DEMERARA CRYSTALS

We have a line of Demerara Crystal Sugar which we are offering at low figures.

WRITE FOR SAMPLES.

JAMES TURNER & CO. - - HAMILTON, ONT.

Worth Watching!

Campers, Cyclists, Fishing Parties and Picnics, all use

"REINDEER BRAND"

CONDENSED GOODS.

Are you selling to them?

PICNIC GOODS ARE NOW IN DEMAND

We have them

Laing's Cooked Corned Beef (1's, 2's, 6's and 14's.)
Armour's Cooked Corned Beef and Potted Meats.
Clark's Cooked Corned Beef and Potted Meats.

NO DELAY if you order from us. We ship promptly.

THOS. KINNEAR & CO. WHOLESALE GROCERS 49 FRONT STREET EAST TORONTO

the expense of transacting business, and they, being sensible men, as they must be, can readily see that the business cannot continue to run and pay good salaries unless something beyond expense is obtained, and that the inevitable result will be lower salaries for traveling men, which may be done unwillingly by the house they represent, but which nevertheless becomes a necessity. We know it is very difficult for even a good salesman to obtain what is a fair market price for an article when another salesman less considerate, just ahead of him or just behind him, is making some special leader prices which are not authorized by the house, but which he does unwisely, hoping thereby to secure a nice order or to make a customer believe that he can afford to sell goods cheaper than anyone else.

REMUNERATION AND PROFITS.

I have heard it said that the method of working salesmen on the profit-sharing basis has a tendency to results of this kind; I suppose this is where they are employed on a percentage of the gross profits and where said salesman does not have to consider all of the fixed charges, such as taxes, light, insurance, office expenses, etc., and feels that if he has made a dollar on a sale he has made just his part of that profit, and, without due consideration as to the profits the house will make, will accept the order anyway. I cannot feel, though, that there are very many salesmen of this sort on the road, or, at least, they will not continue to be on the road, for an intelligent man will and should have due consideration of the interest of the firm for which he works.

SPECIAL BUYING FACILITIES.

I sometimes think that some merchant attempts to make cheap prices, feeling that he has superior ability to buy his goods better and cheaper than his competitors, and has a real advantage over them, and for this reason goes into the market and makes very low prices, feeling that he can afford to do so. It is possibly true that all of us get some specials which do not go to the ordinary buyer who does not keep strictly up with the market, but this is an exception and not the rule, and it is usually not articles on which he would depend for affecting the general profits of the business to any great extent. My general observation has been that the jobber who is able to pay promptly for what he buys and has an established credit and ability to dispose of goods in quantities, usually buys his goods at the very best market prices; for there are salesmen representing factories visiting him frequently, who are all anxious to obtain his order, and will name him the very best price they can or are allowed to; besides, we have usually noticed that these special deals, instead of being a blessing to him, are usually a hindrance. He seeks with this leverage to force sales, which may be necessary on account of the surplus taken, and gives away more in his selling price than he saved in buying, and thus demoralizes the market prices, setting a precedent for himself as well as for his competitor which is sure to cause him trouble in future. It will, therefore, be a much safer basis for us to proceed upon that our customer is buying his goods just about as cheaply as we are, and for us to demand a fair return for ours.

THRIFTY TO THE LAST.

An old Lancashire miller, noted for his keenness in matters financial, was once in a boat trying his best to get across the stream which drove his mill. The stream was flooded, and he was taken past the point at which he wanted to land; while, farther on, misfortune still further overtook him, to the extent that the boat got upset. His wife, realizing the danger he was in, ran frantically along the side of the stream, crying for help in a pitiful voice; when, to her sheer amazement, she was suddenly brought to a standstill by her husband yelling out: "If I'm drowned, Molly, dunnot forget that flour's gone up two shillin' a sack!"—Tit-Bits.

A PRETTY WEDDING.

A pretty home wedding took place at the residence of Mrs. Kelso, Belleville, Ont., when Miss Lilian R. Kelso, youngest daughter of the late Thomas Kelso, wholesale grocer, was led to the altar by Mr. John A. Laidlaw, of the dry goods firm of Gibson & Laidlaw. The bride was attended by her sister, Miss Helen Kelso, and Miss Bars, while Mr. James Gibson, the groom's business partner, acted as groomsman. The bride was attired in a beautiful gown of white satin, with the customary veil, and carried a splendid bouquet. The bridesmaids wore dresses of white silk. The groom's present to the bride was a handsome gold pendant, with diamond and pearl settings, and to the bridesmaids he gave gold rings, set with pearls and amethysts. The ceremony was performed by the Rev. M. W. Maclean, M.A., pastor of St. Andrew's church, and was witnessed by a large number of invited guests, including the relatives of the bride and groom. After a wedding dinner the happy young couple left for a wedding trip to Toronto, New York, Albany, Chicago, and other large cities. The bride received an unusually large and beautiful array of presents, chief among which were a piano and a cabinet of solid silver from the groom's parents.

GRENOBLE WALNUTS DAMAGED.

Advices received from France are to the effect that floods in the Grenoble Valley have caused great damage and that in common with other goods the crop of Grenoble walnuts is expected to be short as a consequence of the heavy storms. For the small stocks remaining in the primary market prices have advanced the equivalent of about 1c. per lb., and it is said that the cost of further importations would be fully 8½c. per lb. at the existing rate of duty and 9c. at the proposed rate.

"A Man Convinced

against his will is of the same opinion still." We won't argue with you. We simply state plain facts. Decide yourself. It is your privilege—of course.

Molina Rolled Wheat is clean. It never grows sour or musty. It has the natural rich flavor of the wheat berry when it is fully ripe. The highest cost wheat that grows is used in making it. It is the equal of package cereals at about half their cost.

From Manufacturer to Retailer—direct

The Tillson Company, Limited
Tilsonburg, Ont.

A HUNGRY MAN'S EXPERIENCE.

"How do you suppose a famished man feels," asked the man in the smoker, "when he has neither money nor food, and finds a $10 bill lying on the pavement at his feet?"

"As if he were looked after by a special providence, I should say," was the answer.

"That was my experience once when I was stranded away from home, waiting for the letter—with money in it—that never came. I was looking into the window of a restaurant where a delicious-looking boiled ham was displayed, set off around the edges with feathery green. Happening to cast my eyes on the pavement, I saw the bill, folded just as it had fallen from its owner's pocket book. Boys, do you know how many things $10 will buy in anticipation? First, there was the biggest and best supper a starving man ever tasted, just within reach. And I went right in and ordered it."

He tapped his pipe and looked thoughtful.

"Did the supper taste as good as you anticipated?" asked one of the crowd.

"I don't know. I never tasted it."

"What? Was it a failure?"

"Yes, so far as I was concerned. The bill was a counterfeit!"

WHOLESALING V. RETAILING.

Wholesale business of any kind is one that may keep on growing for many years. There is almost no limit to its development. While the average retailer's business is limited by the size of his store and his neighborhood, no matter how much capital he may have, the wholesale dealer or manufacturer may increase his business almost without limitation. He can add to his customers, increase his salesmen and the territory for his operations. Therefore, if a man wants to become a millionaire, he has better chances in the wholesale trade than in the retail business, except in the departmental store line. Unfortunately there are not as many chances in the wholesale business, and there are not many people having the capital, ability and experience for it. —Retail Grocers' Advocate.

BUYING EGGS.

Eggs are an article that the grocer from this out can buy better of some good house that makes a specialty of candling them, than he can buy them "loss off" and candle them himself. Egg candling is an art, and, while the grocer can tell a black egg from good ones, yet few grocers can tell a "weak" egg or a "salt" or a "held" egg, even when they appear perfectly clear.—Commercial Enquirer.

Steady Increase
in sales of
Pure Gold
Flavoring Extracts

Why?

Because the quality is always right.
" the consumer demands them.
" it pays the grocer to handle them.

Good profits—quick sales—universal satisfaction.

Pure Gold Mfg. Co.
TORONTO

FINE ART WINDOW DRESSING.

"WINDOW dressing, as well as store decoration in general, is a fine art now; it is a science. Good window dressers are in demand, and there are very few of them," was the remark made to a reporter for The N. Y. Evening Post by the director in a store, whose business it is to criticize the window dressers' achievements and order a window 'out' when the effect is not satisfactory.

"The most difficult window to dress, because the most tedious, is a notion window, and yet it is one that brings in, perhaps out of all departments, the most practical return to the firm for the time and thought put into it. Next to the notions come silks. The shades and lustre of silks are full of beautiful possibilities for the window dresser, but the silks are the most expensive goods in the house and must not be pinned, must not be crushed, rumpled or allowed to have the slightest bit of bloom taken off them. Wash fabrics are not easily managed; the ginghams and cotton stuffs are stiff and unyielding, and refuse to lend themselves to design at the hands of the decorator that can easily be exhibited in softer goods. There are twenty different styles of plaiting and over-lapping and draping silk or wool. These styles can be regularly taught to a boy or a girl anxious to learn, though some people's fingers are so clumsy that they might take lessons for years and be but bunglers in the end. The successful window-dresser must have a knowledge of color and proportion and the price and value of the goods he deals with, but he must know something about history and mythology likewise, and be quick to get up new designs for Decoration Day, St. Valentine's, for the fall school-opening time, for the Fourth of July, Washington's and Lincoln's birthdays, Easter, Christmas, any and all public and religious festivals and celebrations that touch the whole people. Whether the occasion be of national or only commercial importance, the judicious use of wax figures is a great factor. Wax figures give a realism and life to the window that cannot be dispensed with, but they must be good figures and must be disposed in an artistic way. A man can have his windows arranged so as to show off the cheapness of his goods pure and simple, and again he can give the better-priced goods such a prominent place and arrange them so dexterously as to concentrate the shopper's attention on the value of the better grade in contrast with the cheaper."

"Where do our best window-dressers come from?"

"A good many come from England, from apprenticeship in Cheapside and St. Paul's Churchyard. A good many learn the trade as boys, from helping under the head decorator in a store; some excellent window-dressers are evolved from the salesmen in the stores. Our most satisfactory window-dresser, who is paid $60 a week, began work with us twelve years ago as a cash boy. He went through several stages as salesman, and by the time he had got to the woolen dress-goods department, the deft way in which he arranged the bolts of various colors, and displayed goods on his counter told plainly that he could be better employed elsewhere. The sort of salesman who is never found showing a reddish-blond woman a pink gingham or a red-flowered challie, and who instinctively knows the shade of dress goods likely to please a brunette, will most likely develop into a window-dresser, if he has energy enough. If in addition to his feeling for color he has tact enough to bring some slow-selling goods to the front and speak of them in such a way that the customer buys, his chance is better still, for more than half of the success of a window-dresser consists in managing the goods to best advantage. He must ticket them right and must beware of using commonplace sounding phrases. A really tasteful, carefully arranged upholstery window that we had in last week was spoiled by the ticketing. 'Unique cheapness' was one of the central tickets. We go in for the reticent style of decorations, and believe in showing just enough of the goods we have to sell to whet the interest of the passer-by and tempt him to come inside and investigate the stock."

"What is the most difficult kind of window to dress?" was asked of the window decorator in a Sixth avenue store.

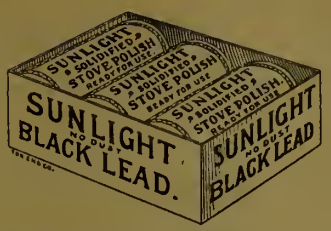
"The kind of window that is designed particularly for a show-window," he replied; "the window that has rounded and panelled corners, and that the carpenter thought was a wonder in its way. Those rounded-glass corners reflect all sorts of queer lights, and it is next to impossible to make goods show off in them or even look as good as ordinary. The interference of outside objects is another stumbling block to the window-dresser. I mean lamp-posts and street stands and signs reflected in the front glass. Awnings are another trouble—often a greater nuisance than anything the decorator has to contend with. Would you like to see my tools—my implements?" he added. "Come up on the top floor and I'll show you what answers to me for a painter's tubes and brushes, and I keep school for my boys besides. There is a big, airy workshop on the top floor, and there are half a dozen boys learning to plait and shirr and pucker white cheesecloth on to plain surfaces. There are long shelves piled with metal rods, certain kinds of lights and crystal for brilliant effects, and 'fixtures' of all descriptions. Some of the boys are covering half-moons and octagonal blocks with black velvet. These are to show off fans and jewelry upon. In a room to themselves girls are making paper apple blossoms and paper Bermuda lilies. There are curved-necked swans, and cupids, and all sorts of figures being draped and clothed with semblance of reality.

"That woman in black crepe? O, she is for the mourning window to show off the quality of black henriettas. That linen-gowned figure is to sit by the spinning-wheel yonder in a display of a certain brand of linen household goods. Sometimes she sits by a hand-loom instead. We have these tennis racquets and golf sticks to be used in setting off our outing or recreation window, that will come in about June. In all the dark, rainy winter days I study to make my windows cheerful and comfortable-looking; blankets and comfortables and rich rugs are delightful goods to work with; in summer I try to have the displays look refreshing and inviting.

"The conscientious window-dresser sometimes works up into a better paying business. It was a legitimate window-dresser who got the contract for the decoration of the inauguration ball room. The scope for the window-dresser is growing wider every day, and in the best business houses he has even a better chance in the interior of the store than on the windows themselves, for there are a hundred departments needing special attractions. The ideal window for display, one that will soon be introduced, does away with a background altogether. The base of the window is seven feet wide and the goods are arranged on it in the best possible light, but there is drapery at the back, parted like an ordinary home window curtain, and through the parted curtains a glimpse is obtained of the counters within, with people buying and busy salesmen and women moving about. The use of mirrors in window-dressing is apt to create confusion, and unless placed judiciously they do more harm than good, except in cases where it is necessary to amplify space. Window-dressing in the largest sense is a field of employment not yet invaded by women, possibly because the reaching and lifting is too hard work, and besides there is a good deal of climbing to be done in the draping of ceilings and walls. There is no reason, though, why a woman could not be a window-dresser with men to carry out her plans, and do the heavy work.

"There is much economy to be considered in window-dressing. When window decoration was first becoming popular in America it was understood as a matter of course that the display must cost the enter-

SEND FOR SAMPLES



Manufactured by **THE ALPHA CHEMICAL CO., BERLIN, CAN.**

For sale by all the leading Grocers.

"Grand Mogul" Tea

BICYCLES FREE TO GROCERS

No. 1. "The Mogul," High Grade, - - Price, $100
No. 2. "The Pearl," High Grade Ladies', - " 100
No. 3. "The Forest City," Good Strong Wheel, " 75

ALL HANDSOMELY FINISHED.
HAVE ALL THE LATEST IMPROVEMENTS.

Free upon the following terms:

"The Mogul," to purchaser of 2,000 lbs. Grand Mogul from now to September 1st.

"The Pearl," to purchaser of 2,000 lbs. Grand Mogul from now to September 1st.

"The Forest City," to purchaser of 1,500 lbs. Grand Mogul from now to September 1st.

Hunting Case Gold Watch, to purchaser of 1,000 lbs. Grand Mogul from now to September 1st.

Gold Breast Pin, to purchaser of 500 lbs. Grand Mogul from now to September 1st.

Splendid presents to consumers also. We wish to double our sales the next three months, and therefore offer the above inducements. Will you help keep this excellent Tea before your customers?

T. B. ESCOTT & CO. - LONDON.

Don't Deceive Your Customers

by offering them an imitation because it costs you a few cents less.

Remember . . .

that which is imitated must be the Best.

MacLaren's Imperial Cheese

is unequalled for

Cottage, Cruise, Camp and Palace.

IT PAYS TO HANDLE SUCH GOODS.

Our New Line . . .

"GOOD LUCK" BROOMS

Freight paid on lots of 6 dozen.

The H. A. NELSON & SONS CO., LIMITED, Toronto - Montreal.

prising firm considerable money. A certain Boston house once had thousands of dollars' worth of silk cut up to make the flutings and pipings of an imitation grand organ. It is doubtful if they suspected that the decorator would be so lavish, but such a blunder could never occur now. The best goods in the house, even the most delicate and costly, are used in window displays, but they are handled with the greatest care. Even a window of the striking mechanical kind, with figures popping up out of an Easter egg, or a procession of swans in motion, bridled with ribbons and in full feather, can be gotten up at a cost of $50 or $60. Economy, the making of much out of little, combined with proper care of the costly goods used, is the keynote to a decorator's success."

CONSUMPTION OF WHEAT.

The present condition of the stocks of wheat around the world furnish an inspiration for reviving old estimates of per capita consumption. In our own country the estimate of consumption, based on the old ratio of four and one-half bushels per capita—men, women and children—per annum, has proved inaccurate and misleading. There is no doubt about it. Calculations made months ago, based on this old theory, resulted in an almost entire depletion of our stocks, visible and invisible, by July 1. The outlook to-day does not justify fears of starvation. What has made the change? Oatmeal, cornmeal, corn flour, rye flour, supplemented with potatoes, turnips and cabbage cheap as dirt.

Let us look abroad. The authorities over there have assumed that England and the Continent required nearly 7,000,000 bushels per week of foreign wheat. We gave last week a statement of the world's shipments from December 12 to that date, aggregating 106,000,000 bushels, compared with about 150,000,000 bushels estimated by the authorities named as the requirements during that period. The stocks on the Continent show no such decrease, and England increased. We are quite inclined to bid farewell to these old theories and wait for the facts.—Denison B. Smith, in Toledo Market Report.

INVALUABLE ACCOMPLISHMENT.

One of the most invaluable accomplishments in practical life is the art of being able to produce a document or piece of writing of any kind in a condensed form. In any profession or business it is of the first importance to know how to do this. Without expertness in it despatches and letters cannot be abstracted, cases cannot be prepared for trial, news cannot be summarized for a newspaper. Yet expertness in it is very rare, solely from lack of early training.—The Nation.

CHINESE DRINKS.

THERE are no drunkards in China, neither is there an excise law, says N.Y. Journal. And yet it is as easy to get intoxicated in China as elsewhere, and perhaps easier, for drinks are cheaper. Wine of all kinds has been known and drunk in the Celestial kingdom since the days of the Chau dynasty, some 2,000 years B.C. Everybody drank the fermented grape juice in those days, and a gold cure establishment would have coined money had it existed.

Things went from bad to worse, until one of the emperors of the Chau dynasty went upon a protracted spree. When he began to "see things" he stopped short and reformed, and demanded reformation on the part of all his subjects. He decreed the instant destruction of all wine cellars, distilleries and saloons. Since then wine made of the grape has been unfashionable in China; scarcely any is made there or used.

Sherry, port and whiskey have become rather popular in China during the last half century, but they are considered as food, and only taken at and with meals. Among the native beverages is shoa-shing, a palish brown mixture, the taste of which suggests ripe hickory nuts. It is served at all state banquets and also at private dinners. When cold it is cloudy; when warm it grows clear, emitting a peculiarly pleasant odor.

What shoa-shing is to the upper classes, sam-shui is to the masses. It is made from rice and is its triple distilate. Old sam-shui is very expensive and tastes like old sherry.

Koa-ling is made from Mongolian millet and bears a family resemblance to rye whiskey. It is drunk only in Northern China, but has a large use in the making of liqueurs. Of these latter, ung-ka-peh, or wo-shi-pi is the best known. It is thick, oily and yellow, and is a cross between yellow chartreuse and benedictine. Its taste is sweetish and aromatic, and it has a great reputation as an appetizer. Other liqueurs made from koa-ling are moo-qua made of koa-ling and melon; meu-kwai-loo, ying-toa and hundreds of other drinks.

Then there is fun-chin, or raw alcohol, used for medicinal purposes. Fermented fruit juices and flower wine, made by steeping petals or leaves, are also common beverages. Geranium wine is a horrible concoction, while bayleaf wine is the equivalent of the bay rum used by our barbers. All told, there are some 2,000 distinct drinks in China, yet drunkards are almost unknown.

COMMON SENSE.

If all the grocers could be made to act according to one principle and by so doing protect their own interests, the department store evil would be greatly diminished, remarks Retail Grocers' Advocate. One of the things they should do is to give more support to manufacturers who honestly refuse to sell department stores, or at least who compel them to sell at prices enabling the grocer to compete. If such manufactnrers do not get any extra support, while others who show no regard for the grocers' interests get trade, they have no particular reason to stick to their principles and protect the grocers. If they have no benefit of their policy, they will be justified in selling to department stores and the grocers will have no right to complain.

DO NOT ALWAYS SELL CHEAP GOODS.

Thomas P. Hunter, the retail grocer who operates some thirty odd stores in Philadelphia, made a point in my hearing the other day which is worth publication. He was talking of the prevalent idea that cut-price grocers sell cheap stuff almost exclusively. "That's a mistake," he said. "Why, here the other day I bought out a store on Girard avenue, and when I went over the stock I had to send nearly the whole of it to auction. I'm a cut grocer, but I couldn't allow myself to sell that stuff. There were Crosse & Blackwell's pickles five years old. Another thing was quail oats, that have been out of the market for three or four years, and a lot of trash. Some of these fellows stock up with unsalable stuff and keep it on their shelves year in and year out. They wouldn't think of selling it out at a reduction and getting rid of it. Oh, no! They must get a profit on what they paid, even if the market has broken a dozen times since they bought." He gets reports on the way the different goods are selling from the different stores. If one manager reports any particular article being in poor sale, he gets reports on that article from every store, and where the sales are good the stock is sent and disposed of at a reduction if necessary. Then he don't put in any more. Cutter or no cutter, good ideas are good ideas.—Grocery World.

KNOWING ONE'S KIND.

A salesman needs something more than a knowledge of prices and styles. He may be expert in these and yet a failure. It is not always the man with the best fishing rod or the most expensive bait that catches the most fish. The successful angler studies his trout or his pickerel before he lands him. In fact, a knowledge of human nature is essential to success in any mercantile business. This is true in all departments of life and trade. You must know your man to get him, as the hunter knows the game he wants to bag.—New England Press.

WATCH THE RUN OF SALES.

THE large percentage of the total transactions in grocery stores which is made up of sales of sugar and other unprofitable staples, says Merchants' Review, renders it a duty of the highest importance that the grocer should carefully watch and stimulate as much as possible his sales of fancy groceries and the most profitable staples or semi-staples. It is commonly assumed that one-fourth of the sales of the average grocer are of sugar. This estimate is rather too liberal now-a-days, since the large increase in the production of canned goods, jams and jellies, cereal foods, and labor-saving proprietary goods took place, yet, owing to various causes, not a few dealers probably are selling an undue proportion of cheap staples and fully 25 per cent. of sugar.

The causes of this state of affairs are usually three-fold. The less profitable staples are pushed by being ruthlessly cut in price; the quality of the more profitable goods is not carefully maintained, and the grocer takes no means to discover how his sales are running or who it is, if anybody, that is buying some classes of goods elsewhere.

Some persons will buy all groceries except butter at the corner grocer's; others will patronize him when in want of everything except tea and coffee; others, again, run to the delicatessen dealer when in need of smoked meats, cheese, olives, olive oil, jams, jellies, crackers, and countless little items that help a grocer's profits when sugar and flour is selling at hard pan. The grand total of business thus lost is considerable, yet it is not an uncommon thing for the sufferer to take it all as a matter of course and regard his own experience as similar to that of thousands of other grocers.

The prudent dealer watches the run of his sales, and notices whether a customer takes too much sugar and too little tea, etc. He watches the quality of his goods, also, and endeavors to learn from customers whether they are satisfied or not, and if not, why not. He does not make the blunder of attempting to draw trade by cutting the price of sugar, and then repel it by exorbitant rates and poor quality in other branches of the business.

DEATH OF MR. ALF. VICK.

Mr. Vick, a prominent and highly-esteemed grocer of Orillia, died suddenly last week at Guelph Hospital. For some time his health had been failing, and continued illness brought on spells of melancholia. At a physician's advice he had for a little while been taking a complete rest, but even the removal of the strain of business could not repair his broken health. He was removed to Guelph Hospital as a last nope, but he gradually became weaker and died last week.

Mr. Vick had always enjoyed the confidence of his customers and employes, and the large funeral testified to his popularity. He was associated with his father's grocery business early in life, and by his constant attendance to business obtained a splendid financial standing in the commercial world. He had often been advised by relatives and friends to give himself the needed rest, but while recognizing the need of it, he never seemed to be able to stay away long enough from his business to take it.

THE CURRANT SITUATION.

Hancock & Wood, of Patras, Greece, write as follows: "In our last report, which was dated March 1, we put down total shipments of currants at 124,539 tons, and stocks available for shipment at 11,400 tons. These figures have proved nearly correct. The stirring events of which this country has been the scene during the past two months have naturally occupied people's mind to the exclusion of all other topics, and business has been almost neglected. Luckily for currant growers, war operations have been entirely restricted to the province of Thessaly, where no currant plantations exist, and we can state that the future currant crop has been in no way affected by the war which has ended so disastrously for Greece, for the vineyards have all been carefully cultivated, notwithstanding the fact that so many men were called to serve under the colors. The currant vines look extremely healthy, and the fruit has set well and abundantly. The weather during May has been unusually cool and showery, and this has caused the 'Oidium' and 'Peronosporos' to appear sporadically in most districts, but up till now the damage is quite trifling, and it is hoped that with careful sulphuring these diseases may be entirely eradicated. The retention law for 1897 has not yet been voted, and it seems doubtful whether this measure will be brought into effect this year. The rumors set afloat some time since, that the Greek Government was contemplating the sale of the currants retained during 1895 and 1896 for eating purposes, are totally untrue; these currants can only be disposed of for distillery and wine-making purposes, and, if exported, must be turned into pulp or otherwise rendered unfit for eating purposes. The law prohibiting shipments of new currants before the 28th August has been done away with. The stock of currants in Greece is quite insignificant, and we doubt if it exceeds 1,500 tons."

TRADE CHAT.

Mr. J. F. Aitkin, recently of Waterford, but a former resident of Watford, has purchased R. Haskett's grocery and boot and shoe store of the latter place.

Mr. Albert Carter, formerly connected with the agency of the Dominion Express Co., Orangeville, and Mr. Matheson, Toronto, have formed a partnership and intend opening a confectionery and fruit store in Orangeville.

The retail grocers' clerks of Detroit have formed an association for the purpose of closing all the retail grocery stores on Sunday and at 7 o'clock in the evening on week days, with the exception of Saturday.

John Mouat, representing Gillard & Co., wholesale tea merchants, Hamilton, spent a few days in town on business and on a visit to his son, J. N. Mouat, immigration agent. Mr. Mouat has the distinction of being the oldest commercial traveler on the road in Manitoba.—Press, Dauphin, Man.

New counterfeit $1 Dominion of Canada notes are in circulation. Lady Dufferin's portrait is poor, and the signature of T. D. Harrington is written on the counterfeit instead of engraved. "For Minister of Finance," "For Receiver-General," and "British American Bank Note Co." are omitted from the counterfeits.

S. Jessop, a prominent citizen of Blyth, Ont., has been arrested with his wife and mother-in-law, Mrs. McElroy, charged with conspiring to defraud creditors and receiving goods to defraud creditors. Last fall Jessop, who ran a general store, assigned to Richard Tew. His assets were found to be much less than his liabilities, and, a search being made, original packages of goods were alleged to have been found hidden in Mrs. McElroy's house.

The crop bulletin of the Department of Agriculture, of Manitoba, shows that the area under wheat in the province is 1,290,882 acres; of oats, 468,411 acres; and of barley, 153,266 acres. The total area of all crops is 1,950,000 acres, or an increase of 30 per cent. over last year. There are 27,000 farmers in Manitoba, and the figures indicate that the old settlers are cropping as much land as ever, although going more into stock-raising, etc.

The first shipment of pineapples from Hawaii reached the city this week. The apples were very large, some of them weighing over ten pounds. It was an experimental shipment, but was so successful that a half carload is expected to reach the city to-day, having been ordered as soon as the venture proved satisfactory. The Hawaiian apples are very large and of delicious flavor and will bring the price down to 8 or 10c. a pound.—Winnipeg Free Press.

ELEVEN CAR LOADS

represents the quantity of Heinz Pickles, Sauces, Baked Beans, etc., which we have sold in nine months.

H. P. ECKARDT & CO.

Wholesale Agents TORONTO

Gillard's New Sauce

PIQUANT --- APPETISING

10 Gold Medals Awarded.---A Sauce distinct from all others in its superior flavor, and able to stand on its own merits, not like so many of the numerous and trashy imitations, all aiming at one particular flavor, and not producing it. **There is only one Gillard's New Sauce, and that the best.**

SINGLE DOZEN, $1.90. BARREL LOTS, 12 DOZEN, $1.75.

Gillard's New Pickle

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2 DOZEN IN CASE.

Single case lots $3.40 ; 5 case lots $3.30

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THE CANADIAN GROCER

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WHAT VICTORIA HAS DONE FOR CANADA.

WHAT Canada owes to the sovereign whose sixty years' reign the British Empire has been this week celebrating with so much enthusiasm and splendor remains for the future to reveal; and then perhaps only in part.

What we do know is comparatively little; but the little we do know confirms us in the opinion that "not half has ever been told."

Her nobility of womanhood, her wisdom and her ability par excellence as a ruler are more or less known to every British subject; but not so her views as an Imperialist.

Unlike the President of the United States, or even her impetuous grandson, the Emperor of Germany, Victoria never airs her beliefs, fads or fancies before the public. But, although she does not do what her contemporaries do, or what all her predecessors on the throne of England did to a more or less extent, she is as much a monarch as any one of them.

Practically all we know of her profession of faith as an Imperialist has come through the channels of private letters, mainly from Her Majesty to her representatives in the colonies and dependencies of the Empire.

Between forty and fifty years ago the opinion obtained among a great many eminent and able statesmen in Great Britain that the colonies and dependencies were appendages which the Motherland would be better without than with. And they tried hard and long to put their theory into practice.

For the loss of what is now the Transvaal and the Orange Free State these Little Englanders, as they were called, were responsible.

In Canada, the cold shoulder which the British Government gave her induced several of the leading statesmen in the country to issue a manifesto favoring annexation to the United States. But, thanks to the better judgment of the people of this country, their efforts were abortive.

And thanks, too, to the influence of Her Majesty, both upon her constitutional advisers and her subjects in Canada, the ties which bound the North American colonies to the Empire have been gradually strengthening—and that, too, as our liberties have increased—until in this Diamond Jubilee year they are stronger and give promise of being more enduring than at any time since the cross of St. George was first planted on the shores of the North American continent. And Victoria has done most of the weaving which has strengthened these cords. God bless her!

Canada's parliamentarians may not be ideal tariff-makers, but they can get through, go in for a swim, and be out and dressed again before their confreres in Congress have scarcely begun their task.

LOVE YOUR BUSINESS.

A man can no more be successful in a business he does not like than can a man be happy with a wife he does not love.

Enthusiasm is the power which impels men onward in any and every avocation. Without it men are lethargic. They will drift. But to pull against the tide they are as unable as they are unwilling.

Drifting, however, does not win the race, either in business or aquatic events. There must be the long pull, the strong pull, and the pull with vigor.

Men in business to-day have no easy task. There is a great deal to discourage and very little to encourage. There are foes within and foes without to contend against.

Under such conditions it is no wonder so many either fail altogether or eke out a mere existence.

The antidote for despair is enthusiasm, and the germ of enthusiasm is love for or pleasure in that business or avocation in which you are embarked.

Therefore, if you would succeed, get in love with your business.

WHERE BUSINESS MEN ARE SCARCE.

AMONG the statements made at the recent meetings of the banks none should be given greater heed to than those of Senator George A. Drummond, vice-president of the Bank of Montreal, in reference to business men as legislators. The remarks to which we have reference were these:

> Every reflective man must, I think, have arrived at the conclusion that we and our neigbbors to tbe soutb bave too much law making constantly going on, and the conviction is forced upon me that men of business are far too much disposed to abandon the political duties of every citizen to those less occupied with affairs than themselves, with the result which migbt be expected, tbat they only awake to a feverish period of remonstrance when they find their interests imperilled by legislation which might bave been prevented at an earlier stage. Statesmen of all parties deplore the absence of men of weight and experience in finance, commerce and trade from the ranks of tbose available as originators of the commercial legislation of the country. It is a matter of common experience tbat a sense of relief is felt in the great centres of the country during the brief intervals when no active law-making is going on.

Mr. Drummond is a practical business man. He speaks not from hearsay, nor from reading the newspapers. He speaks from knowledge which he has acquired through association with the men who make and unmake the laws which govern the country.

Put a dunce among dunces and he will not recognize the ignorance of his associates. But put among them a man of scholarly attainments and he will soon discover what manner of men they are.

It is the same with regard to the business element in Parliament and in the Provincial Legislatures: It is only the practical business man who can analyze this element and perceive its weakness.

The present Parliament no doubt contains a larger business element than its predecessor. The crusade which THE CANADIAN GROCER carried on during the last general election, and for two or three years prior thereto, materially helped to wake up to a sense of their duty the business men of the country. And the increased number of business men there are in the House of Commons, yes, and even in the Senate, is the result of that awakening.

But the awakening was only partial. It was only one eye that the business interests of the country had open. If it were not so, there would have been to-day more business men in the House of Commons and fewer professional politicians and lawyers therein.

Nearly all the important laws on our

statute books are commercial in their character, either directly or indirectly, but the fathering of them and the nursing of them have developed largely upon either lawyers or professional men who thought they knew what they were doing. And the greatest bungler is he who thinks he knows how to do a thing; for the man who knows he is incapable of performing a certain thing refrains from essaying to do it.

What do lawyers and doctors, for instance, know about framing a Customs tariff? Yet they are nearly always the men who do the framing. Like a novice at chess, they make move after move, utterly in the dark as to the merits of their action, only to be time and again checkmated.

In many respects the present tariff is a great improvement over its predecessor. But the hand of the amateur, which is the hand of the professional politician, the lawyer, the doctor, et al, is by no means hidden. Those who had the framing of it no doubt did the best they could. But that is poor solace to the business interests of the country which have suffered thereby.

The mistake was made when the Government refused to delegate the drafting of the tariff to practical business men. Had this been done, not only would the tariff have been disposed of ere this, but less overhauling would have been necessary in order to put it into more perfect shape.

To analyse an intricate point in law people call in a lawyer; to diagnose a disease they secure the services of a doctor. Why, then, should we not employ practical business men to manage the business of the country?

There is no sound reason why we should not. But we do not, chiefly because the most of us are more concerned about the success of our respective party than we are the welfare of the country, or rather the exigencies of party blind us to the interests of the country.

Were the banking institutions of the country to exercise as little discretion in making appointments to their directorate board as the electors of the country do in selecting men for the still more important duty of governing the country, it is a sorry plight they would soon be in. And just as long as these conditions obtain will there be reason for such remarks as those made by Senator Drummond, quoted above.

There may be too many men in business, but there are not enough business men in Parliament. The remedy for this state of affairs is largely with business men themselves.

The Diamond Jubilee seems to have been a sort of loom which has woven the British Empire into a pretty strong harmonious whole.

MOVEMENT TO ATTRACT BUYERS.

THE grocers and manufacturers of New York City recognize that the excursion rates granted at the time of the Grant Memorial celebration brought to their places of business a large number of buyers. This fact caused a number of these merchants to form an association whose object is to attract custom from the interior.

They claim than since New York has the largest value of imports of the ports of the United States it has the greatest assortment of goods, and that retailers will willingly go to the city once or twice a year, provided they can obtain excursion rates. The faith of the promoters of the scheme has been strengthened by the reports of their travelers who have made diligent enquiries as to the feeling of the merchants of the interior, and who report that the merchants are in sympathy with the scheme.

Already the Joint Traffic Association has been induced to grant a special excursion rate of a fare and a third for a period of 30 days in the fall. The railway companies not only wish to assist the merchants, but they are of the opinion that whatever is lost in fares will more than be made up by extra freight.

The company is to be known as the Merchants' Association of New York, and in its articles of incorporation we read that its object is also to reform abuses affecting the business and financial interests in New York and elsewhere, to secure freedom from unjust exactions, to diffuse accurate and reliable information with regard to the same, and to procure a combined friendly co-operation among its members.

It is estimated that $50,000 will be needed immediately to distribute information. An advisory board has been provided for, which will be constituted of one or more members in each trade represented in the association, who are to proceed at once to raise funds.

A SLUMP IN TEA.

THE grocery trade in the United States appears to have lost hope in the imposition of a duty on tea. Naturally, with the loss of hope has come a loss in value, wholesalers across the line having reduced prices to induce buying.

It will be remembered that when the Finance Committee of the Senate submitted the tarifi bill to that body early in May last it contained a clause which fixed a duty of 10c. per lb. on tea entering the United States. As yet the Senate has not reached this particular clause, but it is the general opinion that when it does it will erase it altogether.

When the draft bill of the Senate was made public a speculative demand for teas of all kinds, particularly Japans and greens, was induced. In Japan, where the market had only opened a few days before, prices advanced appreciably, putting values for the early teas altogether beyond the reach of Canada.

But what interested Canada more than anything else was the demand from the United States for teas held in this country. In anticipation of the Dominion Government putting a duty on tea for revenue purposes, nearly every grocer, wholesaler and retailer, bought heavily. And when buyers from the United States began to look around in our markets holders were only too glad to sell, and sell they did.

The result is that where a few weeks ago wholesalers in Toronto, Montreal, Hamilton, London and other places were in uneasy circumstances regarding tea, to-day they are in easy circumstances.

Speculators in the United States appear to be now wearing the uncomfortable boot.

CALIFORNIA PRUNES.

Concerning prunes The California Fruit Grower says in its issue of June 12, just received here: "There are very few prunes left in the state. Dealers are picking up all the small lots offered, as the jobbing trade will require everything in sight between now and arrival of new crop prunes. Reports regarding the growing crop continue favorable and a fair yield is expected. Our advices from Budapest under date of May 19 indicate a large crop of prunes in Bosnia and Servia. The stocks of crop of 1896 are

reported light, not sufficient for trade requirements until new fruit crop comes to hand. Reports from France indicate only an average crop. Shipments from San Jose for the two weeks ending June 5 were 74,880 lbs., making the total overland movement for the season 37,637,010 lbs."

SOUTHERN POTATOES DEAR.

What are broadly termed Southern potatoes are on the Toronto market this week. The wholesale price for them is pretty high, being $1.50 per bushel. The opening price last year was $1.15 per bushel, or over 30 per cent. lower than the figures now ruling.

The crop of Southern potatoes is unusually light this season, particularly in the far South.

The receipts of Southern potatoes in New York, according to The Journal of Commerce of that city, have been much smaller this season than usual, and, with demand fairly active, values have been well sustained throughout most of the season, the market being free from serious breaks, which usually occur at this time of year.

Interest in Canada in the market for Southern potatoes is greater than it otherwise might be from the fact that the crop in this country is expected to be much later than usual.

SEVERN'S ADVERTISING POINTS.

The ad. that says little gets the credit of implying more.

If you would run down the character of the wares offered in your ad., extravagantly overpraise them.

Think well while writing the ad. and you will not have occasion to think badly after it is printed.

Truth in the ad. means saying what the writer really thinks about his goods.

Two good advertisers can thrive in a town better than one non-advertiser.

The ad. that would appeal to you most forcibly as a reader is the one to use.

The unsuccessful advertiser is useful as a sign post, telling the road not to follow.

The ad. should be like a watch ; every part of it should be a wheel to make the whole go.

Though the seasons remain stationary, your ad. should be changed often to be seasonable.—Ad. Sense.

A PROFIT-SHARING SCHEME.

MANY employers who desire to create a good feeling and to benefit their servants are experimenting on practical profit-sharing schemes. Although they cost the managers many hundreds of dollars a year, they hope that the money will now be made up by the increased intelligence and determination of the men to turn work out in the best possible manner, to do all they ought to prevent waste, and see that as much and not as little as possible is done for wages received.

A scheme introduced into practice by Richmond & Co., London, England, is interesting to those who study the subject. Briefly, it is as follows : If the dividend is less than 6 per cent. on ordinary shares, no bonus ; if the dividend is 6 per cent. bonus to be 3 per cent.; and for every further 1 per cent. declared to shareholders, half per cent. to be distributed to employes. Suppose a man earned 44s. to 45s. per week, he would receive under this scheme £3 in cash, paid into the local savings bank, but at his absolute disposal, and £3 in three £1 fully paid 6 per cent. preference shares at par, and at present worth 25s.

These cannot be sold without the consent of the directors unless the owner is leaving the service.

A committee of management is to be formed to consist of the manager and five members elected by the board, and also six member selected by the employes. This committee is not only to discuss the payment of profits, but is also to deal with the increase of profits, and make suggestions for the general good.

SAVE GAS AND SPOIL TRADE.

The writer took a walk down Ninth avenue Saturday night to make a few observations, says a member of the staff of The N.Y. Retail Grocers' Advocate. He reached the following conclusion : That a tradesman, especially on an avenue, in whatever line, cannot have his store lighted too much on Saturday night. An illustration of the above I saw in an up-town corner cheap store, owned by the parties when the writer was a greenhorn, looking as dark and dull as a country store in Oshkosh on a rainy night, and not a soul in it ; while a half block further down the avenue, on the same side, another cheap store (the owner has nine or ten) was crowded to the doors. But there was light—lots of it—light to spare—and that drew the crowd. I saw several other instances, ten minutes later—same conditions—same effect. Save the gas and spoil the trade.

WEST INDIAN SUGAR COMMISSION.

A deputation consisting of representatives of the sugar refineries in London, Greenock, Liverpool and Bristol recently waited upon the West Indian Sugar Commission at their offices in Westminster. The deputation urged that whilst the consumption in the United Kingdom from 1881 to 1896 increased 447,440 tons, or 44 per cent., and per head from 63 lbs. to about 78 lbs., the United Kingdom refiners in the ten years, 1884-1894, instead of participating in the increased consumption, turned out 219,226 tons, or 26 per cent. less; and whereas from 1881 to 1896 the imports of foreign refined sugar increased 599,736 tons, or over 430 per cent., the imports of raw beet increased only 111,349 tons, or 33 per cent., and the imports of cane sugar decreased 216,261, or 36 per cent. The average price of refined sugar imported in 1881 was £28 18s. 8d. per ton, whereas in 1896 it was only $13 11s. 8d., a decrease of £15 7s. per ton. The average price of raw beet and cane sugar in 1881 was £21 17s. 9d., and in 1896 it was £10 16s. 11d., a decrease of £11 os. 10d. per ton. In 1884 United Kingdom refiners turned out 84 per cent. of total consumption, and in 1894 only 42 per cent.; in other words, the refiners in 1894 turned out 623,552 tons, whereas the proportion, if maintained, should have been 1,218,370 tons.

SHIPMENTS OF CURRANTS.

From the beginning of the season to June 5 the shipments of currants from Greece to consuming markets amounted to 138,246 tons, against 152,180 tons for the same period last year. This season London received 31,194 tons, against 33,003 tons in 1896, Liverpool, 22,984 tons and 18,722 tons, United States, 11,622 and 12,326 tons, Canada, 1,220 and 1,446 tons, France, 5,657 tons and 24,942 tons, North of Europe, 30,559 tons and 29,969 tons, Trieste, 3,147 tons and 3,315 tons, Australia, 2,672 tons and 1,755 tons, Russia, 21,553 tons and 20,531 tons, and the English outports, 7,638 tons and 6,171 tons, for the two seasons to June 5 respectively.

A highly interesting book of puzzles illustrated in many colors. Dealers will be supplied free with copies for distribution to their customers with each shipment of goods from us.

"Fun Among the Matches" will afford pleasure to both old and young.

Lorimer's

Worcester Sauce--Cheapest and best.
Sandringham Sauce--Piquant and pure.
Rennet Powder--The most convenient and economical form of rennet.

ROBERT GREIG & CO., Montreal

Famed the World Over
FOR
Pickles
Jams

Maconochie Bros.
. . London

Preserved Fish
Fish Pastes
Etc.
ROBERT GREIG & CO.
MONTREAL
Import Agents for Ontario and Quebec

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, June 24, 1897.

GROCERIES.

THIS verily has been a holiday time, for although the holiday proper was but of one day's duration it has practically lasted several days. As one wholesaler remarked: "It is Jubilee and not business that everyone is talking." One thing is certain, the Jubilee celebration has been receiving more attention than business. It is, however, between the seasons in most staple lines, and business would naturally be quiet at this time of the year. As far as the fall trade is concerned nearly everyone appears to expect that it will be fairly good. Several houses have within the past week received shipments of new season's canned lobster, and the demand in this line is fairly good. There have been some transactions in canned salmon for future delivery, but it appears to have only been done on concessions being made. Teas are neglected. The situation in regard to sugar is much about the same as a week ago.

CANNED GOODS.

There has been during the last few days some pretty big buying of canned salmon for future delivery, but the orders were secured only on concessions being made. The brands, it should be noted, were not those known as the standard leading brands. At the same time, however, the quality is held to be good—prime. Outside these particular brands there has been little or nothing doing in new season's canned salmon. Present stocks of "Horseshoe" are not expected to last wholesalers until the new pack comes in. Most of the houses have, during the past week, received supplies of new season's canned lobster. And there is a good demand at firm prices. Tomatoes and peas continue in good demand at firm prices. We quote: Tomatoes, 75 to 85c.; corn, 50 to 75c.; peas, 75 to 85c. for ordinary; sifted select, 90 to $1; extra sifted, $1.25 to $1.40; beans, 65 to 95c;. peaches, $2.50 to $3 for 3's, $1.65 to $2 for 2's; raspberries, $1.50 to $1.80; strawberries, $1.65 to $1.95, according to brand and quality; blackberries, $1.40 to $1.70; cherries, $2 to $2.25; apples, 3's, 70 to 95c.; gallons, $1.65 to $2.25; salmon, "Horseshoe," $1.50; ditto, new season's, to arrive, $1.25 in 5-case lots and $1.30 in less quantities; cohoes, $1.10 to $1.25; canned mackerel, $1.20 to $1.30; lobsters, $2.40 to $2.50 for tall tins; 1-lb. flats, $2.70; ½-lb. flats, $1.60 to $1.70; Canadian canned beef, 1's, $1.20 to $1.30; 2's, $2.25 to $2.40; 6's, $7.75 to $8.25; 14's, $15 to $16.

COFFEES.

The market is quiet. The markets, both on this continent and in Europe are rather easy. Jobbers quote green in bags as follows: Rio, 13½ to 15½c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There are a good many syrups to offer, but there is no enquiry. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The market is quiet and uninteresting. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

There does not appear to be any change in the situation as far as the Canadian market is concerned. Although stocks of sugars in the hands of speculators are getting into smaller compass, there is still enough to supply wholesalers' demands, although the local representatives of the refineries report a better enquiry for yellow sugars. Some yellow sugars from Scotland are being offered on the Toronto market this week. Whether any transactions have taken place we are unable at the moment to say. The Canadian refiners are still holding to their figures. Since our last there has been a further slight advance in New York in a couple of grades of refined sugar, and the refiners there are taking raws freely at the present quotations. In London both cane and beet rule firm. Local

BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment
Best Goods . . .

WALTER WOODS & CO.
HAMILTON

DRINK : : :
:: Chocolate for Breakfast
It invigorates MIND and BODY whereas Tea and Coffee SLOWLY RUIN THE NERVES

But to get a good cup of Chocolate, you want to use the best of all

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER
And not that cheap stuff sold as sweet chocolates, which lacks purity and becomes injurious.
Ask your grocer for Chocolat Menier
The world-renowned French Vanilla Chocolate.

ONE TENTH
of all the BLACK TEA sold in the Dominion of Canada IS
"SALADA"
CEYLON TEA
Our sales at the rate of the past four months prove this, and are open to inspection, and are fully double that of the same period last year.

P. C. LARKIN & CO.
25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
15 Niagara Street - - - BUFFALO
347 and 349 Fifth Ave. - - PITTSBURG

SURPRISE SOAP

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CHILD'S PLAY ON WASH DAY

Easy, Quick Work . . .
Snowy White Clothes

You can safely recommend **SURPRISE SOAP** as the best soap for washing clothes.

The experience of thousands for years is the proof.

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WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4⅜c. for 5-barrel lots; Acadia, 4⅜c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3⅝ to 4⅛c. per lb.; German granulated, in 100-lb. sacks, 4⅛ to 4¼c. per lb.; Demerara crystals, 3⅞c.

SPICES.

Trade is fairly good and prices are well maintained. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Tarragona almonds are firm in the primary markets, and advices state that the crop of Sicily shelled almonds will be short and prices are higher in the outside markets. Grenoble walnuts are also firmer in the primary markets. We quote as follows: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, $4.50 to $5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeax walnuts, 8 to 9c.: Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

The market is quiet and unchanged in the undermentioned lines. We quote: Standard "B," broken lots, 3⅞c.; 1 to to 5 sacks, 3¾c., and 5 sacks and over, 3⅝c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

TEAS.

The market is probably less interesting than it has been for some time. Business is almost at a standstill. A cable received in Toronto on Monday from Yokohama shows that prices on certain standards of Japan tea are about one cent per pound higher than similar standards could have been bought for a year ago at this time. Buyers here are, however, inclined to delay their purchases in expectation of lower prices. Mail advices from London under date of June 11, state that 8,301 packages were brought forward during the last auction, the sale passing with good spirit without material change in quotations, except for the higher grades of good liquoring tea, prices for which showed a tendency to improve. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

Nothing new has developed in the currant market during the week. Prices are still firm and the demand good. We quote: Provincials, 4⅞ to 5c. in bbls.; ditto, half-bbls., 5c.; fine Filiatras, in bbls., 5 to 5⅛c.; do, half-bbls., 5 to 5⅛c.; Patras, 5¾ to 6c. in bbls., 5¾ to 6c. in half-bbls., and 5¾ to 6c. in cases; Vostizzas, cases, 7 to 8c.

A good many Valencia raisins have been sold during the week, although it appears to have been largely lots offered at special prices. We quote: Off-stalk, 4½c.; fine off-stalk, 5½ to 6c.; selected, 6 to 6½c.; layers, 6½ to 7c.

California loose muscatel raisins are only moving slowly. In New York the current report is to the effect that the carry-over will be greater than a year ago. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are dull and unchanged. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to

BUTTER AND EGGS

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

J. A. McLEAN,
Successor to GRAHAM, McLEAN & CO.
77 Golborne St. TORONTO.

They were awarded First Prize at the . . . WORLD'S FAIR

Brown's "Lepreaux" Brand

CANNED CLAMS

Far superior to the fresh article. Quality guaranteed. Will keep in any climate. Very little trouble in preparing them. . . . . .

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Made under Government Supervision. Absolutely pure.

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"For sale of your goods to jobbers will be pleased to have you write me."

E. NICHOLSON
124 Princess Street, Winnipeg, Man.
Successor to
W. F. Henderson & Co.
Wholesale Commission Merchants and Brokers.
14 years' experience. Established 1882

ORANGES AND LEMONS

Now is the time to buy your summer stock. Write us for prices. We can please you.

CLEMES BROS., - Toronto
51 Front Street East.

12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

Dates are quiet and unchanged. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

California evaporated fruits are neglected. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Prunes are quiet and unchanged. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

GREEN FRUITS.

The market continues active in all lines. Dealers are devoting their entire attention to Canadian fruit. Good Canadian strawberries are on the market this week. California fruits are expected to arrive in carload lots next week. New potatoes are now on the market. We quote: Oranges—Valencias, ordinary, 420's, $6 to $6.25 per case; large 420's, $7 to $7.50; Messinas, $3.25 to $4 for 200's, $3.50 to $4 for 300's, $2 for 80's, $2 to $2.25 for 100's, $2 to $2.25 for 120's, $2.25 for 150's, $2.25 to $2.50 for 180's; blood oranges, $2.50 to $3.50 per half box. Lemons, $2 to $3.50. Cocoanuts, $4.50 a sack and 60c. per doz. Onions, 3½c. per lb. for Egyptians. Bananas, $1.35 to $1.85. Pineapples, 7 to 12c. each. Strawberries, 6 to 10c. per quart. New cabbage, $1.90 to $2.25 per crate. Mississippi tomatoes, $1.10 to $1.25 per case of 4 baskets. Green beans, $1.50 per basket; wax beans, $2 per basket. Green peas, $1.25 per basket. Watermelons, 35 to 40c. California apricots, $2 to $2.25; do. cherries, $1 to $1.25; California peaches, $1.75 to $2 per box.

FISH.

Trade has considerably improved in fish and the demand is good. Dealers are not troubled so much now in the matter of getting rid of receipts. Prices are about the same as a week ago. We quote as follows: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 6c.; trout, 6c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, $3 to $4 per bbl. and $2.25 per half-bbl.; split herring, $4.50 per bbl. and $2.50 per

ARTICLES FOR SALE.

FOR SALE, UNDER PRICE, A NO. 79 CHEQUE Printing National Cash Register; in use but a very short time; will be sold on account of the former owner going out of business at $75 less than the amount paid for it; guaranteed in perfect condition. Blanchard & Co., Windsor, N.S. (t.f.)

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ADVERTISE anything, ANYWHERE
in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.
ADVERTISING DEPARTMENT
MONTREAL - - TORONTO

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The American Tobacco Co.
OF CANADA, Limited.
Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY.

CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Currles, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by M. P. CARD, Guelph, Ont.

MORROW & EWING
General Commission Merchants
13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in
Rio, Santos, Maracaibo and Mocha Coffees
also have on hand full lines of
Japan, Congou, Indian, Ceylon and Gunpowder Teas
Samples and particulars on application. Wholesale supplied only.

BUTTER

The demand for large roll is falling off now. Tubs are wanted, selling at 11 to 12c.

EGGS STEADY AT 9 TO 9½c

Rutherford, Marshall & Co.
62 Front St. East, TORONTO

G.F.& J.GALT 42 SCOTT St TORONTO. PACKERS OF THE CELEBRATED **BLUE RIBBON TEAS**

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years.
We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons Biscuit Manufacturers **Owen Sound.**

half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, $1.25 per 100; fresh water herring (heads off), $2.50 per keg.

BUTTER AND CHEESE.

BUTTER—Dealers report large receipts in tubs. There is little local demand, and there is still much going into storage with some firms. The large rolls have stopped coming forward. We quote: Dairy—Tub, 11 to 12c. for best, and others, 7 to 8c.; pound prints, 10 to 12c. Creamery continues dull. Tubs, 16c.; prints, 16 to 17c.

CHEESE—The market continues steady. Some factories are now willing to sell a shade lower, but exporters do not seem to be inclined to a lowering of prices. The make continues large and the prices are about the same. Factory price, 8¼c., jobbing price, 8¾ to 9c. Old cheese steady at 11½c.

PROVISIONS AND DRESSED HOGS.

Demand has continued active in all lines of pork products. Stocks are light, and some lines are completely exhausted. Live hogs are not plentiful, and prices are firm at $5.60 to $5.65 for light weights. Smoked meats have risen slightly.

DRY SALTED MEATS—Long clear bacon, 7¼c. for carload lots, and 7½ to 7¾c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 8½c.; hams, large, 10½ to 11c.; medium and small, 11½ to 12c.; shoulder hams, 8c.; backs, 11 to 11½c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½ to 6¾c.; tubs, 6½ to 6¾c.; pails, 6¾ to 7c.

BARREL PORK—Canadian heavy mess, $13 to $13.50; Canadian short-cut, $14 to $14.50.

COUNTRY PRODUCE.

BEANS — The market is still dull. We quote mixed at 40 to 50c. and hand-picked at 60 to 65c.

DRIED APPLES — The market remains dull. The idea as to price is 2 to 2¼c. f.o.b. for good to choice fruit.

EVAPORATED APPLES — The market appears to have been pretty well cleaned out. The little export demand experienced a couple of weeks ago has been satisfied. The little fruit that is now wanted must be strictly sound. The ruling price f.o.b. at outside points is about 3 to 3½c. for choice stock.

EGGS—The demand, as a general rule, continues equal to the receipts, but some houses have light and others heavy receipts. In small lots prices are a shade higher. We quote for fairly large quantities: No. 1, 9¾ to 10c., and No. 2, 6½ to 7c.

POTATOES—During the week potatoes rose in price still further, but owing to the presence of new potatoes on the market, the old variety is being marketed freely and so the price has fallen slightly. Cars have been bought by dealers at 30c. lately, but during the week 35c. has been paid. Price out of store is 40c. a bag. New potatoes are $1.50 per bushel.

HONEY—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and $1.50 to $1.75 for light; strained, 6 to 7c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS

GRAIN—Trade is rather brisk. Wheat has dropped a few cents. Oats and peas are in good demand and prices are firm. We quote: Red wheat, 67c.; white, 67c.; oats are in good demand at 20½ to 21½c.; peas, 40c.

FLOUR—Business is still dull. We quote in carloads on track, Toronto: Manitoba patents, $4.50; Manitoba strong bakers', $4; Ontario patents, $4 to $4.45; straight roller, $2.30 to $2.35, Toronto freights.

BREAKFAST FOODS — Trade continues dull. We quote as follows: Standard oatmeal and rolled oats, $3 in bags and $3.10 in bbls.; rolled wheat, $2.60 in 100-lb. bbls.; cornmeal, $2.15 to $2.25; split peas, $3 to $3.25; pot barley, $3 to $3.25.

SALT.

The trade continues brisk. Prices are unchanged. Quoted at Toronto, carload lots go at $1 per bbl. and 60c. per sack; less than carload lots, $1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

HIDES, SKINS AND WOOL.

HIDES—Cowhides: Dealers pay 8c. for No. 1, 7c. for No. 2 and 6c. for No. 3. Steerhides: 60 lbs. and up, 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

CALFSKINS—Trade is brisk and prices are firm. No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Deatons, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS—We quote: 40c.; pelts, 45c.

WOOL—Dealers are paying 19c. for all wool that comes in this week, but there is every likelihood of the price being 17c. next week when the American tariff goes into effect.

PETROLEUM.

The usual spring trade makes the oil market rather brisk, with machine oil leading in demand. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Smoked meats are ½c. higher.

Scotch yellow sugar is being offered on the Toronto market this week.

New Tennessee potatoes have arrived and are being sold at $1.50 per bushel.

Most of the local houses are this week in receipt of shipments of new season's canned lobster.

The Royal Dandelion Coffee Co., manufacturers coffee and baking powder, Toronto, has sold out to H. A. Liffiton.

WE ARE *PAYING CASH* **FOR** **DRIED APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS
46 FRONT ST. E. Toronto

"Kolona" Ceylon Tea is the purest, most economical, healthiest and best package tea on the market. Every pound is guaranteed by us, and we will refund the money if not entirely satisfactory.

Sultana Raisins--We have a small shipment of very fine "Choice" Sultanas in 60-lb. boxes which we are offering at a low figure.

....WRITE FOR SAMPLES.

Pickles--We are offering a splendid Pickle for a 10c. retailer in barrels six dozen, at **$1.00 doz.**

The EBY, BLAIN CO. Limited

Wholesale Importing and Manufacturing Grocers

TORONTO - - CANADA

QUEBEC MARKETS.

MONTREAL, June 24, 1897.

GROCERIES.

WITH everyone thinking of Jubilee down here and nothing else, it is not surprising that the grocery market is dull, especially as there was positively no business transacted here during the two first days of the week. As a result, there is little news to give. Yellow sugar was asked for to some extent, but granulated is still more or less unsettled. Syrups are dull, and offers of Barbadoes molasses have been made at lower figures. Rice, spices and coffee continue much as they were a week ago. In tea the offerings of new crop Japan, being at rather high prices, have not attracted a very active demand. Canned goods remain much the same, also dried fruit and other lines.

SUGAR.

There has been a better demand for sugar during the past week, especially for yellows, and prices generally are steady except in the case of outside lots of granulated, which are not yet entirely cleared out of speculators' hands. For jobbing business, however, values rule steady at 4¼ to 4⅜c. for granulated, and 3½ to 4c. for yellows. In raw sugar the feeling of late has been rather steadier for cane, but beet has ruled easy.

SYRUPS.

There is no change in syrups. Demand is slow and the market dull at 1⅜ to 1⅞c. per pound, as to quality.

MOLASSES.

Barbadoes still exhibits an unsettled tone and holders have offered round lots lately at a decline of 1c., 21 to 22c., ex wharf being asked. Holders of good prime stock, however, are not disposed to concede anything in the way of prices. Demand at present is very slow for all descriptions.

RICE.

A fair business is reported in rice, and prices exhibit no material change. We quote: Crystal Japan, $4.50 to $5; standard B, $3.50 to $3.75; Patna, $4.50 to $5; Carolina, $6.75 to $7.75; choice Burmah, $4 to $4.25, and Java kinds, $4.25 to $4.50.

SPICES.

There is only a limited demand for spices, and the market rules steady as last quoted. We quote: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEES.

There has been no improvement in the coffee market, and business rules dull at the recent decline. We quote: Maracaibo, 15 to 19c.; Santos, 11 to 15c.; Rio, 11 to 14c.; Mocha, 22 to 24c., and Java, 22 to 25c.

TEAS.

The chief feature in the tea market has been the trading in new crop Japans, the arrival of which we noted last week. The prices asked on these goods are from 2½ to 3c. above buyers' views, so that demand has been backward for them. Holders are firm, however, and look for much higher values in the class of tea offered them than was realized last season. According to primary advices the settlements in Japan to date are 150,000 piculs, some 9,000 odd less than at the corresponding date last year. Business in old crop goods has been exceedingly light. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

There has been little fresh news in the canned goods trade. Tomatoes continu

firm in tone, and the same can be said of lobsters. Demand for new pack canned salmon is still backward. We quote: Tomatoes, 80c.; corn, 50 to 80c.; peas, 80c.; peaches, $1.75 to $1.90 for 2's; raspberries, $1.40 to $1.90; strawberries, $1.75 to $2, according to brand and quality; cherries, $2.30; apples, 3's, 85 to 90c.; gallons, $1.55 to $1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," $1.40 to $1.45; "Clover Leaf," $1.35; "Lion," $1.37½ to $1.40; Lowe Inlet, $1.30, in tall tins; canned mackerel, $1.25; Canadian canned beef, 1's, $1.20 to $1.25; 2's, $2.15 to $2.30; lobsters, $11 per case; French sardines, $10.25 to $11 extra brands; ordinary brands, $8 to $9; Canadian brands, $4.25.

DRIED FRUIT.

Valencia raisins are quiet and unchanged. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins have been asked for in a moderate way. We quote 6¼ to 6¾c. for 2-crown, and 7 to 7½c. for 3-crown.

Currants are firm and unchanged at 3¾ to 4c. in bbls., 4 to 4¼c. in half bbls., and 4½ to 4¾c. in cases.

Dates are quiet at 5 to 6c. and figs at 8 to 12c.

Prunes rule dull, at 5½ to 6c. for Bosnia, 4 to 5c. for French, and 6½ to 7c. for California.

Evaporated peaches are offering at 10 to 11c., and prunes at 8 to 12c.

NUTS.

The business in this line continues quiet. We quote as follows: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, $3.50 to $3.75 per 100.

APPLES.

There are practically no apples to be had here now.

DRIED APPLES.

Dried apples are featureless at 2 to 2½c. and evaporated at 3¾ to 4c., with some selected fetching 4¼c.

GREEN FRUIT.

There has been little change in the green fruit market. Bananas are somewhat lower and California cherries have eased off rather. Other descriptions are unchanged. We quote prices as follows: Valencia oranges, $4.25 to $6 and blood, do., $2.25 to $2.75 per half-box; Messina, do., $2.75 to $3 per box; choice to fancy lemons, $2 to $2.75 per box, and common to good, $1.25 to $1.75; bananas, $1 to $1.75 per bunch; California cherries, $1.50 to $1.75 per box; pineapples, 4½ to 10c., and strawberries, 10 to 11c.

COUNTRY PRODUCE.

EGGS—A fair jobbing business continues to be done in eggs, and the tone of the market is steady with no change in prices to note. Selected near-by stock sold at 10½ to 11c; ordinary No. 1 at 9 to 9½c., and No. 2 at 8 to 8½c. per dozen.

MAPLE PRODUCT—The offerings of maple product are ample for the season, as sales are slow. We quote: Maple syrup, 4¾ to 5c. per lb., and 45 to 55c. per tin; sugar, 6 to 6½c.

HONEY—Business in honey is exceedingly quiet and prices show no material change. White clover comb is offering at 10c., and dark at 7c.; bright extracted at 6½ to 7c. and dark at 4 to 5c. per lb.

BEANS—The demand is almost nil and prices are nominally unchanged at 55 to 60c. in car lots, and at 65 to 70c. in a small way.

"Minute Tapioca"

Is not rivaled by any other brand of Tapioca. This is the universal testimony of consumers, dealers and jobbers, and accounts for the increased sales each year.

"Minute Gelatine"

Requires no soaking, being always ready for use. Makes two quarts of clear, firm jelly. Ask your wholesaler for these goods. If he does not keep them let us send you a sample order. Manufactured and guaranteed by

WHITMAN GROCERY CO. Manufacturers Grocery Specialties Orange, Mass.

Samples Free.

MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . .

JOHN E. MARSHALL

118 Commercial St.,

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D. H. RENNOLDSON,

Agent in Montreal.

ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED

Superior to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANVCOUER.

BOECKH'S HOUSEHOLD BRUSHES are good things to have in stock when Brushes are most wanted--that's now of course. You can guarantee them—every way.

Brushes, Brooms, Woodenware.

Now They'll Want 'Em.

We will stand back of every sale you make. This gives you a firm footing with your customers you see.

Boeckh's guarantee is good! Send a postcard for 127 page catalogue—illustrated.

Chas. Boeckh & Sons Mfrs., Toronto.

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.
CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

SOME say that grocers don't care what stuff they sell if they get good profits; but we believe that when the actual merits of Cottams Seed are fully known, not a grocer in Canada will choose to sell the other kind for a little more profit.

Six patents secure our formulae, methods, etc., so that no other packet dare be "Like Cottams," or, "As good as Cottams." The Bird Bread in each packet is by itself worth more to any bird keeper than a pound of the rubbish usually sold as bird food.

Then, Cottams is the only packet bird food prepared from the standpoint of the experienced fancier. Others are put up solely to get as great a profit as possible, regardless of the rubbish the birds have to eat. In Cottams, the birds' requirements are supplied first. Profit is a second consideration. Such a statement may not have the orthodox commercial ring. But it's truth. And truth is bound to win.

Cottams Seed is sold by all wholesalers.

DAWSON & CO.
FRUIT, PRODUCE AND COMMISSION MERCHANTS,
32 WEST MARKET STREET
TORONTO.

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.
McWILLIAM & EVERIST
GENERAL .. **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.
Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

PURE
LARD
.. OF THE ..
Best Quality.
Special Prices This Week Get Our Figures.
IN 5 TUB AND 15 PAIL LOTS.
F. W. FEARMAN - HAMILTON

TALLOW—Quiet at 1½ to 2c. for rough and 3 to 4c. for rendered.

POTATOES—Owing to increased receipts of late and falling off in the demand, an easier feeling has prevailed and prices have been reduced 5c. per bag, with recent sales of car lots at 40 to 45c. per bag.

ASHES—Prices steady at $3 to $3.10 for first pots, $2.80 to $2.85 for seconds, and $4.40 for pearls per 100 lbs.

PROVISIONS.

There is no change in the provision market. The demand for all lines to-day was limited, and trade is quiet. We quote as follows: Canadian pork, $13.50 per bbl.; pure Canadian lard, in pails, 6¾ to 7¼c., and compound refined at 5¼ to 5½c. per lb.; hams, 11 to 13c., and bacon, 11 to 12c. per lb.

FLOUR AND MEAL.

Business in flour has been slow and the market of a holiday character. We quote: Winter wheat patents at $4.25 to $4.40; straight rollers, $3.75 to $3.90, and in bags, $1.85 to $1.90. Manitoba strong bakers', choice, $4; outside brands, $3.65 to $3.75, and spring wheat patents, $4.25 to $4.40.

There was no change in the feed market, prices being firm at $10.50 for Manitoba bran, and at $11.50 for shorts per ton, including bags.

The demand for rolled oats was slow and prices were unchanged at $2.90 per barrel and at $1.40 per bag.

BALED HAY.

A fair trade was done in baled hay at $12 for No. 1, and $10 for No. 2 per ton, in car lots.

CHEESE AND BUTTER.

The cheese market was irregular, with an unsettled feeling, and buyers were not willing to pay on spot what they were bidding in the country. For instance, the best bid here for finest Ontario white was 8½c., whereas a combination of 1,000 boxes realized that figure to-day at the factory. Colored cheese is scarce and at a premium, as evidenced by the higher prices paid for it at Iroquois. We quote: Finest Ontario cheese, 8½ to 8⅝c.; finest Townships cheese, 8⅜c.; finest Quebec cheese, 8¼c.

The butter market rules steady. Great difficulty is experienced at present in procuring finest creamery in 70-pound tubs, which are wanted at Bristol and Glasgow. The factorymen are all running to boxes. Trading in creamery on export account was put through for Glasgow at 16¾c. Dairy stock is not wanted at all. We quote:

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

BROCK'S BIRD SEED

is the standard by which all good bird seeds are judged. To say it is equal to "**Brock's**" is the highest praise that can be bestowed. 1-lb. and ½-lb. pkts. All wholesalers. See you get it.
NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

BUTTER
Choice Dairy Butter Rolls and Tubs in good demand at ten to twelve cents.
THE WM. RYAN CO. LIMITED
70 and 72 Front St. East. - TORONTO

S. K. MOYER,
COMMISSION MERCHANT
Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates
76 COLBORNE ST.,
TORONTO, ONT.

PURE LARD
MAPLE LEAF BRAND
If you have tried it you know the quality. If not, send for sample. It is the finest in the market. According to prices of other Hog Products, price of Lard is **below cost of production.** Can you wish for a better chance to stock up? Write us.
D. GUNN, BROS. & CO.
Pork Packers and Commission Merchants,
TORONTO, ONT.

FANCY ORANGES
All Varieties
Extra Fancy Lemons, Finest Bananas Grown, Pineapples, Strawberries, Tomatoes, Etc., Arriving daily.
HUGH WALKER & SON
GUELPH, ONT.

Finest creamery, 16½ to 16¾c. ; seconds, 15 to 15½c.; dairy butter, 12c.

MONTREAL NOTES.

Commission men have offered round lots of Barbadoes molasses ex wharf at 1c. decline since last week.

The arrivals of new crop Japan teas, noted last week, are held here fully 3c. per pound above the generality of buyers' views. So far, about 1,000 packages have been received here. Cables from Japan give the settlements to date at 9,000 odd peculs less than last year.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., June 24, 1897.

THERE has been a rather better feeling in business, although the holidays have somewhat broken into the week's trade. St. John, the city of the loyalists, did credit to itself in its Jubilee celebration, Sunday and Tuesday being big days. The public buildings, banks and many business places were handsomely decorated, particularly the large store of Manchester, Robertson & Allison. In markets there is little change. The sugar market has been somewhat relieved by the selling of some 3,000 barrels to western points. Merchants are taking more interest in canned goods, but packers are the backward ones this season. Fresh salmon are holding up in price owing to the small catch at the north shore and Nova Scotia. The catch here is fairly good, so that the fishermen are getting something for their hard work.

OIL—While there is but a light demand for burning oil the price is fully maintained. The sale of lubricating oil continues good at firm figures. We quote: Best American burning oil, 18½ to 19c. ; Canadian, 17¼ to 18c. ; prime, 14½ to 16c.

SALT—Another cargo of coarse salt arrived this week. It contained some 6,000 bags. The market is now a full one with but light demand. Prices are easy. Sale of Canadian fine is large. We quote: Coarse, 44 to 46c.; Liverpool factory-filled, 95c. to $1; Canadian fine, 95c. to $1 per bag.; 5-lb. bags, in bbls., $3 to $3.25; 10-lb. bags, in bbls., $2.85 to $3; butter and cheese salt, bulk, $2.60 per bbl.; 20-lb. wood boxes, 20c. each ; 10-lb. wood boxes, 12c. each ; cartoons, $2 per case of 2 doz.

CANNED GOODS—This is one of the most interesting lines at present. Merchants are in some cases open to make offers at rather better prices than last season, but packers are backward. They look for higher prices. Tomatoes and corn are both expected to be smaller pack than last year. As the market through Canada is about bare of tomatoes, quite an advance is looked for. As quite a quantity of last season's corn is still held, reduced pack will not so much affect this line. Dealers are open to buy last season's pack of corn, peas and tomatoes, but the latter are hard to get and their offers for corn are low. Gallon apples are offered low ; also baked beans. There is but a limited demand. New California canned fruits are offered, but there is little or no sale here. Prices are low. Higher figures are looked for. Lobsters show no signs of going below the present high figures. New canned haddies are being received and quite a quantity are being shipped west. Prices are easy. Salmon for futures are easy, and buyers not anxious. We quote as follows: Corn, 65 to 70c.; peas, 80 to 85c.; tomatoes, 85 to 90c. ; gallon apples, $1.75 to $1.80; corned beef, Canadian, $2.25 to $2.35; American, 2-lb tins, $2.40 to $2.50 ; 1-lb tins, $1.30 to $1.50; oysters, 2's, $2 to $2.20; 1's, $1.40 to $1.50 ; peaches, 3's, Canadian, $2.75 to $3 ; 2's, $1.75 to $1.85 ; American, 3's, $2 to $2.25 ; pineapple, $2.25 to $2.75 ; salmon, $1.25 to $1.40; lobsters, $2.25 to $2.50; haddies, $1.15 to $1.25 ; clams, $5 for 4 doz ; chowder, $2.60 to $2.75 for 2 doz. ; scallops, $5.50 for 4 doz.; Digby chickens, $1 per doz.; kippered herring, $1.10 per doz.

GREEN FRUIT—Each week brings more active business. Oranges tend higher. While the quality shows a falling off, it remains better than usual for the season. The sale is chiefly in Valencias. Lemons are firm. The lack of warmer weather affects the demand. Pineapples are rather lower and have increased sale. The Florida tomatoes are preferred to the California and bring better prices. Rhubarb shows large receipts, and is now at about the bottom price. Lettuce and cucumbers are both lower. California small fruits are now coming in. So far only apricots and cherries have been for sale here. The call for them is light. In strawberries those offered are still from the west, though our own should be on the market very soon. The shipment of wild berries in bulk to the United States market is large. Already the empties are arriving to be sent out into the country. In apples a few green ones from the States are seen. A few old are still in the market, and where quality is good fair prices are being obtained. We quote: Messina lemons, $2.50 to $3 ; oranges, Valencia, $6 to $6.50; Messina oranges, $3.50 to $4 ; blood oranges, $2 to $2.25 ; bananas, $1.00 to $2.25 ; lettuce, 20 to 30c. per doz.; pineapples, 10 to 12c.; strawberries, 13 to 15c.; rhubarb, ¾ to 1c. per lb. ; cucumbers, 70c. per doz.; green apples, $5 ; Florida tomatoes, $2 to $2.50 ; California tomatoes, $1 to $2.25 ; California apricots, $1.75 ; California cherries, $1.50 ; cabbage, $2.50 to $2.75.

DRIED FRUIT — There is but little doing. Evaporated apples are higher and firm in the west, but show little change here. There are fair stocks. There are quite a few dried apples held here. They cost holders too high, being taken in exchange for goods. There is no sale whatever. They might be moved at about ¼ to 1¾c. Onions are rather higher. The only kind in the market, except a few Bermudas, are Egyptian onions. The stock of raisins is light and values easy. We quote as follows: Valencias, 5¼ to 6c.; California L. M. 3-crown, 6¾ to 7c.; London layers, $1.75 to $2; currants, cases, 5½ to 5¾c.; bbls., 5 to 5¼c.; cartoons, cleaned, 7¾ to 8c.; bulk, cleaned, 6½ to 7c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3 to 3½c.; evaporated apples, 4¼ to 4½c.; onions, 2¾ to 3c. per lb.; Bermuda onions, $2.50 per crate ; cocoanuts, $3.50 to $3.75 per 100 lbs. ; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¾ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Granulated sugar still keeps low in this market, though the situation has been somewhat relieved by upward of 4,000 bbls. being sold, almost all of which went west. Refineries are quite firm, and with the berry season approaching, higher prices are expected. Yellows are firm. We quote: Granulated, 4 to 4¼c. ; yellows, 3¼ to 3½c.; Paris lump, 5¼ to 6c.; powdered, 5½ to 6c.

MOLASSES—The market is still in bad shape, except for Porto Rico. Stocks of the latter are not large. Another cargo is, however, on the way. Prices are firm and may go higher, the chief demand being for this grade. Barbadoes is dull and except for the best, the price is low. Other kinds are hard to move. There is little or no syrup selling. We quote: Barbadoes, 22 to 24c.; Porto Rico, 25 to 28c.; New Orleans, bbls., 25 to 27c.; Antigua, 22 to 23c. ; syrup, 36 to 38c. ; St. Croix, 20 to 22c.

DAIRY PRODUCE—Eggs continue to stiffen in price, and no over supply. There is good steady demand. It begins to be a question of quality now. Butter is coming in more freely. There is fair sale at quotations. If the quality of the great bulk of the butter could be improved it would very much improve the price. Cheese are lower, our own factories now supplying the trade. Prices are now where they will be more steady. We quote: Dairy butter, 15 to 17c.; creamery, 18½ to 19c.; prints, 20 to 21c.; eggs, 9½ to 10c.; cheese, 10 to 10½c.

ROSE'S

WEST INDIA **LIME JUICE**

Is **DELICIOUS, WHOLESOME** and **REFRESHING.**

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.

Agents for Canada, LAW, YOUNG & CO. - MONTREAL.

The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a ***good thing ?*** Write

Ewing, Herron & Co.

Coffee and Spices

Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ✦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

To Celebrate **JUBILEE YEAR**

We put upon the market

Sterling Pickles

A brand made only by ourselves. Attractively bottled

"Sterling" in red on every label

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

Canned Salmon

HORSE SHOE - FLATS
" " - TALL
BEAVER
MOSS ROSE

The leading brands at lowest prices.

Special quotations for round lots.

WARREN BROS. & CO.

TORONTO.

Extra Choice

Hams Bacon
Pure Lard
Mess Pork

PARK, BLACKWELL & CO. Limited

Pork and Beef Packers,

TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

LOBSTERS...

NEW CATCH

NOBLE'S "CROWN"

XXX 1-lb. Flat Tins.
" ½-lb. " "
" 1-lb. Tall "
XX 1-lb. " "

NOW IN STORE.

PERKINS, INCE & CO.

TORONTO.

The Coffee with a

PAST
PRESENT
FUTURE

Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

FISH—Fresh salmon are still the active feature. Prices are well above last year's figures, and likely to be well maintained for some time. The chief reason is the short catch on the north shore of this province and in Nova Scotia, at present the catch runing between 300 and 400 per day. The catch of shad is over, and the same may be said of gaspereaux. About the usual quantity of the latter have been packed as alewives, namely about 12,000 barrels. Last season the pack was large, being about 15,000. These are chiefly sold to New York houses for shipment south. Packers are now waiting for offers. The market is easy. In dry cod new are coming in more freely and the price is low. In dry pollock there is very little doing. Such demand as there is for these fish is largely in the fall. Pickled fish are dull, as are smoked. Very few of the latter are coming in at present. Lobsters are still scarce and high. The halibut season is about over, and prices are moving up. We quote as follows: Large cod, $2.75 to $3; medium, $2.50 to $2.65; pollock, $1 to $1.10; bay herring, $1.25 to $1.30 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., $4.50 to $5.50; boneless, 2½ to 8c.; Barrington, $3 per bbl.; Shelburne, $3 to $3.25 per bbl.; lobsters, 4 to 10c. each, small; gaspereaux, 50 to 60c. per 100; halibut, 8 to 9c. per lb.; salmon, 11 to 12c.

PROVISIONS—There continues to be a fair demand for barrel pork at low prices, rather more mess selling than clear. In beef there is a better sale than for pork, but nothing large. Lard is low, and market well supplied. There are but light sales in smoked meats or compound lard. We quote: Clear pork, $13.50 to $14.50; mess, $12 to $13; plate beef, $12.50 to $13.50; hams, 11½ to 12½c.; rolls, 8½ to 9c.; pure lard, 7¼ to 7¾c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—The feeling in flour is still easy, and prices are rather lower this week. There is a fair sale. Oatmeal is firm, but shows no change in price. Oats are rather higher. Cornmeal is being sold by our millers at close figures. There is a large sale. Beans continue to be quoted higher west, but owing to large stocks here and a not very active demand, there is no change in quotation. Hay is in improved demand and prices are better. Quite a little lot of hay is being received from Nova Scotia. Barley and split peas are low. We quote: Manitoba flour, $4.80 to $5; best Ontario, $4.45 to $4.50; medium, $4.20 to $4.30; oatmeal, $3.35 to $3.40; cornmeal, $1.75 to $1.80; middlings, car lots, in bulk, $15 to $16; bran, do, do, $14.50 to $15; handpicked beans, 85 to 90c. prime, 70 to ; oats, 32 to 33c.; hay, $12 to $12.50 barley, $2.75; round peas, $1.15; split peas, $2.85 to $3; yellow eye beans, $1.50; timothy seed, Canadian, $2 to $2.25; do. do., American, $1.75 to $2; clover, 8¾ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

Commercial travelers will be pleased to learn that the Mansard House at Petitcodiac is again open.

The C.P.R. is now quoting lower rates on flour from the west to meet those by teamer from Montreal.

James Patterson daily ships west some of the finest salmon caught here. He finds it difficult to fill his orders.

Myers Bros., of Montreal, are about to start a retail branch of the jewelry and fancy goods business in St. John.

W. A. Stewart is now receiving market quotations several times a day from J. R. Wilahd & Co., of New York.

The new English dye soap "Maypole" is being introduced into this market by Vivian Tippet, who is sole agent.

The first steamer of the Dobell Line to arrive from Montreal is expected about the 26th. It is said she has quite a full cargo.

Thomas Gorman this week received some particularly fine Grand Manan dulse. There is quite a demand for it from the west, particularly from American cities.

The Lordly Furniture Co., Ltd., have elected the following officers: Joseph Allison, president; J. A. Likely, vice-president; Isaac Burpee, secretary-treasurer, and S. B. Lordly, manager.

A new brand of condensed milk is now on this market, the "Owl." It is put up by the Canada Milk Condensing Co., of Antigonish, Nova Scotia. They last week shipped a carload to British Columbia.

The glass box containing about one hundred dollars offered by the Union Blend Tea people in connection with an advertising scheme was stolen this week from the store of W. Alex. Porter, where it was on exhibition.

Mr. L. A. Wright, representing A. C. Miller & Co., was in the city this week. Mr. Wright looks for higher prices this season than last, particularly in tomatoes. Corn he also expects to range higher than last year. Mr. H. B. White is the local representative.

PERSONAL MENTION.

Mr. W. Ramsay, of Edinburgh, Scotland, formerly a wholesale grocer in Toronto, is visiting in the latter city, and on Monday marched in the Jubilee procession.

FOUR FISHERS FROM TORONTO.

There have been the most extraordinary fishing exploits performed here during the week. The record of some of the visiting sportsmen have put all former records in the shade—as far back as the oldest resident can remember. The Trent River has been the scene of many a sensational day's fishing, in which it has not been necessary to invoke the aid of romancing tales or Ananiasims, but in which facts as strong as proof of Holy Writ have been adduced. Not for many a year, however, has anything like the same success attended the followers of the good apostle as that which has been in evidence here this week. One instance may be given, which can be vouched for by a score of the residents of our village. A party of four gentlemen from Toronto arrived at the Clarendon House on Wednesday for a few days fishing, and by Thursday afternoon had bagged nearly four hundred pounds of splendid bass. The fish were mostly black bass of more than the regulation dimensions—a large portion weighing four and five pounds each. They were all caught in the Trent, about three miles from the village, and the cargo was brought in wheelbarrows to the Clarendon House, where they were sorted, bagged and taken to Toronto Friday morning. The rod and line, with minnows for bait, was what was used in the slaughter. Messrs. J. G. Gibson, Henry Wright, of Wright & Copp, D. Blea and T. Anderson, all of Toronto, are the nomes of the successful fishermen as registered in the hotel register; and the way they made things "hum" round the Clarendon, after they came ashore and were interviewed, will not soon be forgotten by the crowd of admirers who swarmed to offer their congratulations. "For they are jolly good fellows" was the unanimous verdict of all. Toronto gets the credit of having things pretty much its own way in provincial "cinches" and "scoops," and unless Mr. T. Fitzgerald, of Peterboro' fame, and a few more of our local experts with the rod and line don't take a hand in pretty soon, Toronto will have the "pull" on our fish preserves as well.—Examiner, Peterboro', June 18.

WAREHOUSE AND FACTORY BROOMS.

Chas. Boeckh & Sons have added another new line to their numerous assortment of bamboo handle brooms, viz. factory or warehouse brooms. These brooms to be appreciated must be tested. They are the lightest, fullest and of good strong corn, and the firm says satisfaction is guaranteed or money refunded.

EAST INDIA PICKLES

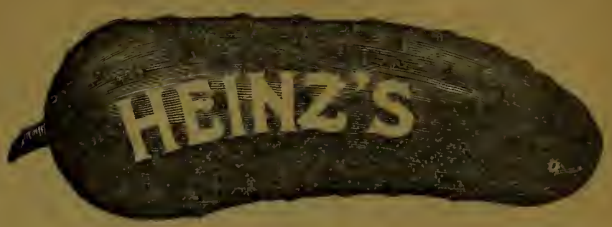
The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards & Co.

Agents

HAMILTON, ONT.



Pickles.

Heinz Baked Beans are best --- you can't possibly make any better. They are good eating and always ready.

Other Popular Specialties

SWEET PICKLES
INDIA RELISH
TOMATO CHUTNEY
TOMATO KETCHUP
ETC.

For sale by

Hudon, Hebert & Cie., Montreal.
H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE always bear this Keystone trade-mark.

H. J. HEINZ Co. TRADE KEYSTONE PICKLING & PRESERVING WORKS MARK PITTSBURG, U.S.A.

HINTS TO BUYERS.

[This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.]

THE 28-lb. and 56-lb. bags "Diamond Crystal" salt, for sale by Lucas, Steele & Bristol, are wrapped in heavy paper bags, thus ensuring delivery in a clean state.

"Tanglefoot" fly paper is for sale by the Eby, Blain Co., Ltd.

The Davidson & Hay, Ltd., have in stock "Enameline" stove polish.

The Eby, Blain Co., Ltd., are offering a cheap pickle to retail at 10c.

John McKay & Co's "Kolacafe" is in store again with Lucas, Steele & Bristol.

The Eby, Blain Co., Ltd., report large sales of Clark's canned and potted meats.

T. Kinnear & Co. are in receipt of a shipment of new season's canned pineapple.

"We are quoting close figures this week in 3-crown muscatels," report the Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., report the arrival of a shipment of imported Japan and Patna rices.

"L. S. & B." coffee is put up in air-tight cans, 25 to 50 lbs. each, either whole or ground.

T. Kinnear & Co. are in receipt of a shipment of new season's lobster in flat tins, halfs and pounds.

The Davidson & Hay, Ltd., are showing a handsome sample of imported polished Patna rice just to hand.

Burnett's, Hill & Underwood's and Crosse & Blackwell's malt vinegars are in stock with the Davidson & Hay, Ltd.

Warren Bros. & Co. are in receipt of a shipment of early picked new season's Japan tea. The tea is flavory and good in style.

White wine vinegar is a standard line with Lytle & Co., and they express themselves as pleased with the constantly increasing demand.

Northrup & Co. have secured the agency for Brown Bros'. Lepreaux brand canned clams and are prepared to supply the trade at what they state are right prices.

Another shipment of selected layer Valencia raisins is to hand with T. Kinnear & Co. "These goods are being sold far below the original cost," said a member of the firm.

D. Gunn, Bros. & Co. report free receipts of dairy butter in tubs. The indications are that the make will be larger than for some years past. They send buyers to examine and purchase f.o.b. when the quantity is sufficient to warrant extra expense.

W. H. Gillard & Co. are having an active sale for their orange marmalade in 7-lb. pails. This is manufactured from nothing but pure granulated sugar and the luscious oranges of Seville.

D. Gunn, Bros. & Co. report a recent active country demand for backs or Windsor bacon. There has always been a good demand for this cut from the city, but now the country is buying freely. They say also that roll bacon is in good demand, considering the season.

LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

W. H. GILLARD & CO: "Diamond" baking powder, although reduced in price, still retains its old time efficiency which has made it so popular with the consumer.

Lucas, Steele & Bristol: "Circle" tea is making new friends every day. The original style of packing and method of advertising has brought many repeat orders.

Our "Kolona" Ceylon tea is increasing in favor rapidly and repeat orders are coming in every day; so say the Eby, Blain Co., Ltd.

AMONG THE RETAILERS.

NICOLL & STEWART, the College street (Toronto) grocers, have sold out their business to Mr. A. A. Bogart.

An Interesting Relic.

Mr. J. H. Greenshields has quite a curiosity in his shop at King and Berkeley streets, Toronto. When the Toronto Industrial Exposition was first held at the present Exhibition grounds Mr. Greenshields had a large show case made in the shape of a framed picture in which to display the goods he handled in his wholesale and retail grocery. The frame is handsomely gilded, and I should judge it to be about 7 x 4. The picture consists of a large number of small compartments, in each of which there is a sample of his coffee, cocoa, pepper, tea, sugar, etc. Except those that contained oil, all the occupants of the compartments are in a perfect state of preservation. It is a magnificent decoration, as well as a handy means of displaying goods. I notice that it is a feature of grocery stores to have numerous framed pictures, generally advertisements. I should judge that such an arrangement would not be out of place and that grocers could make it a little commoner to advantage. "It's old, but it's good," remarked Mr. Greenshields to me.

Fruit Displays.

I notice that some retail grocers are still displaying their perishable fruits in the front of their establishments; but I see, too, that others, and I think the best class of merchants, are utilizing their window space for such purposes, while outside they hang cards and signs telling the passers-by that they keep their fruits inside, free from dust. Particularly are tomatoes displayed in the open air, and, although they can be washed, yet I think it is better policy to keep them inside.

Profitless Goods.

"Any man can give goods away, but it takes a smart man to sell them," said a grocer to me this week. We were talking about the cutting of prices and were wondering how a grocer could stop selling goods at a loss. This gentleman has been in business for a long time, and his opinion ought to be of value to other grocers, so I give it. His plan is not to keep any goods in stock which he is forced to sell at or less than cost price to compete with other stores. For instance, some dry goods firms in Toronto sell soap. Now they sell soap only to draw custom, and you may depend on it they sell it at a low figure. Well then, a lady customer goes into a grocery store to purchase kind of soap, and of course, on hearing the grocer's fair price she recollects the lower figure of the dry-goods store. This naturally brings on a suspicion that she is being duped in every purchase she makes at that store and she immediately closes her account. For this reason this gentleman says he prefers not to keep such goods. Well, there are other ways of looking at such a policy. If a customer finds you haven't the required article, you run the risk of losing her custom. But his method of solving the vexatious problem merits consideration by the retailers, and may to some extent be followed by others.

The Coupon System.

The coupon system, which has now been running for a year or two, has had time to have its usefulness tested. While in conversation with a Yonge street, Toronto, grocer, he touched upon this subject. The system, by the way, is managed by a business man in the city who sells coupons to the retailer. These coupons the retailer gives out to his customers, and when any customer has bought $100 worth of goods he presents his coupons to this manager and receives $3. The retailer has to pay $5 for them, the middleman thus making $2 on a single transaction. This Yonge street grocer, who once was in the scheme, but has now dropped out, informed me that no grocer can afford to throw away 5 per cent. of his selling price. If he raised his prices to make up the discount the attraction of lower prices at other stores would counterbalance the magnetism of the coupon system. He also informed me that he did not consider the scheme had brought him any new customers, and that it seemed to him that he was only throwing away his coupons to old and reliable patronage.

Fears not the Department Store.

Just think of it! I met a man during the week who wasn't afraid of department stores. He claims that although these large stores have advantages over the smaller ones, that the latter have more valuable advantages over the former. In the large stores the clerk can't ask a man how his wife is, can't enquire of the lady about the sick child, and can't in any way work on the sympathies of customers. The ordinary merchant, on the other hand, is acquainted with most of his customers and has time to enter into a short conversation. He also can offer more recommendations than can or does a clerk in the large store. This gentleman told me, and I see quite plainly that it is a fact, that these advantages are of great service to a grocer, and in this way he accounted for the failure of the department stores to monopolize the grocery trade. His advice to all retail grocers is to become thoroughly acquainted with the goods they sell, and thus be able to recommend them, and to be able to entertain their customers while they are in the store. He says if these rules are followed that grocers need not fear department stores.

Jubilee Window Displays.

The Jubilee is over, and although there seems to be more to say about the holiday now that it is past than there was to talk about before, yet soon we won't hear much of it; for the expectation is gone. And yet I think such occasions merit afterdiscussion, for merchants do not frequently make attempts at such displays as were made on Tuesday last for any other reason than to draw trade. The feeling of loyalty does not overcome them often to such a degree, and, indeed, not often is their enthusiasm aroused to so high a pitch by any public spirit. Yet, in spite of the neglect of trade, business must have received a mighty impetus. All the grocers over the city seemed to excel themselves in lavishing decorations of flags, bunting, etc. Not only were the exteriors of the stores profusely decorated, but the interior and windows received their share of the lavish display, while delivery wagons in many cases attracted attention. Grocers as a class should recognize the advisability of having nicely dressed windows always. Pretty displays will attract attention at all times. The enthusiasm for window displays which was worked up during the Jubilee should not be allowed to die.

RAMBLER.

Headquarters for
Stencil Brands
CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS
HAMILTON STAMP & STENCIL WORKS
Hamilton, Ont.

OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to
Meadow Sweet Cheese Co.
P.O. Box 2321, Montreal
For Price List.

MONTREAL
BOSTON
CHICAGO

CHASE & SANBORN

THE . . .
IMPORTERS

GROCERS AND DRUGS.

THE Montreal Grocers' Association met at the Monument Nationale Thursday evening, June 17th, President Valliéres in the chair. In regard to the appeal of S. Carsley and others from a conviction for selling drugs, an action brought by the Druggists' Association, which was taken to the Court of Queen's Bench and eventually thrown out on the ground that the court had no jurisdiction, some discussion took place as to what action the Grocers' Association should take. Some of the members thought an appeal should be taken and the case thoroughly tested, so that they would know how they stood, but the society's solicitor, having advised that, under the present law, chances for success were not good, it was decided to appeal to the Legislature at its next session to have the law amended and made similar to that of Ontario.

In the Quebec law, it seems, the term "drug" is first specified, and all articles which contain these drugs as ingredients are treated as drugs also. If this principle were strictly carried out, the grocery business would be crippled, as a large proportion of the goods they handle would be taken away from them. For instance, rhubarb wine, cocoanut wine, soda, cream tartar, etc., which run up into some 400 different lines, would be prohibited to them.

Members are anxious that some amendment should be made in the law that would place their right to sell such goods beyond question.

GROCERS' SPICE SALES.

Last week we printed an extract from an address upon the subject of the sale of spices in drug stores, and in several earlier issues we printed samples of drug store advertising of spices—all with a view to waking the grocers up on this subject, and we trust we have done so. It is growing quite clear that if the grocers are willing the druggists will generously attend to the supplying of the public's consumption of spices, and save the grocers all the trouble, and then, when in addition to spices the druggists, like the delicatessens, have stocked up with package teas, and the department houses have absorbed a big share of the coffee trade, the hapless grocer will begin to wonder where he "is at."

The drug men have a regular "snap" in this spice crusade. They simply ask public patronage on the ground that their spices are pure while the grocers' are not. The fact that so many pounds of spices sold in grocery stores are either adulterated or inferior in quality gives the drug man an enormous advantage, and if he can sell an ounce of pepper or cinnamon to a newcomer, he is pretty apt to also get his or her patronage for scores of minor articles handled in common by grocers and druggists.

If any grocer doubts our remarks relative to the quality of much of the spices sold in grocers' stores, let him try the experiment of buying a few samples in various stores where he is not known.

It is mere carelessness that is responsible for this state of affairs, but it is a carelessness that will border on the criminal if it does not give place to watchful vigilance now that the warning has been uttered.—Merchants' Review.

THE DUTY ON SPICES.

The United States Senate has agreed to the paragraph in Schedule G, relating to spices in the following form :

"286. Spices : Mustard, ground or prepared, in bottles or otherwise, ten cents per pound ; capsicum or red pepper, or cayenne pepper, two and one-half cents per pound ; sage, one cent per pound ; spices not specially provided for in this Act, three cents per pound."

Unground spices are provided for in Paragraph 640, in the free list, which has not yet been reached by the Senate.

MANITOBA MARKETS.

WINNIPEG, June 24, 1897.

THE weather is a little cooler than last week, but continues fine, with light warm showers. Trade is unchanged from last week. The first shipment of Hawaiian pines arrived last week in fine condition and are taking well with the trade. Some of the fruit weighed as high as 8 and 10 lbs. and the flavor is superior. The color is a deep yellow.

CREAMERY BUTTER—Supply is abundant. Sales were recently made at 14½c. at point of shipment, and in some cases even as low as 14c. Dairy butter prices are nominal, dealers paying 9 and 10c. for round lots of straight yellow dairy.

CHEESE—Is 7½c. at present, but dealers expect to buy on a 7c. basis during the present week.

EGGS—Dealers are paying 9c. and selling candled stock to jobbers at 11c.

GREEN FRUITS — Oranges—Med. sweets and St. Michaels are out of the market. Valencia have arrived and are selling at $6 per case. Strawberries grow daily scarcer and are selling at $4.50 per 24-quart case. Pines—Florida, $2 to $3 ; Hawaii pines, $5 per doz. Plums are coming in slowly, price $2.50 to $2.75 per 20-lb. crate. California cherries, fancy, $1.50 per box ; onions, California, $4 per cwt ; cucumbers, 90c. to $1 per dozen ; pineapples, good, $2.50 per doz.; ditto, extreme fancy large, $3.50; Tomatoes (Mississippi), 4-box crates, $2.25 per crate.

CURED MEATS—Prices firm. Hams, assorted, 10½ to 11c.; breakfast bacon, bellies, 10½ to 11c.; do., backs, 9½ to 10c.; short spiced rolls, 8 to 8½c.; shoulders, 6 to 6½c.; long clear, 7 to 7½c.; shoulders, 6½ to 7c.

LARD— $1.70 to $1.75 for 20-lb. pails, and $4.25 for 50-lb. pails ; pure leaf lard in 3, 5 and 10-lb. tins, $6 per case.

POULTRY—Chickens, live, 50c. per pair, or 10c. lb. dressed ; ducks, 50 to 60c. per pair.

POTATOES—Market is still stiffening; 40 to 50c. per bushel for Early Rose and Beauty of Hebron.

CANNED GOODS—Corn $1.60 to $1.65, per case ; tomatoes, $1.90 per case. Peas remain unchanged, with prices firm and demand good, at $1.65 to $1.70 ; gallon apples, $2.25 per doz.; standard, 3's, $2 per case ; preserved, 3's, $3.20 per case.

DRIED FRUITS — Dates, 7c. ; figs, natural, in tapnets, 4½ to 4¾c. Apples, no improvement, stocks heavy, prices, 3½ to 4c.; evaporated, very cheap, 4⅞c. Currants, firm at 5½ to 6¼c., according to quality.

CEREALS—Rolled oatmeal, 80-lb. sacks, $1.50 per sack; granulated, 98 lbs., $1.75; standard, 98 lbs., $1.75; rolled wheat, 80 lbs., $1.75 sack; pot barley, 98 lbs., $1.75; pearl barley, 98 lbs., $3.25 sack.

BANANAS IN HONDURAS.

Honduras and its banana history is the subject of a consular report by Mr. J. Eugene Jernigan, the United States' representative at Utilla. He states that two islands in the Bay of Honduras were the first to engage in banana culture for export, which is now the greatest of all the industries of Honduras. The consul adds that there are no wharves, piers, or warehouses where vessels can take fruit in the Gulf of Honduras, and in most cases they are obliged by the treacherous coast to anchor a thousand yards or more off shore, and the plantation owner has to convey his fruit in small dories and skiffs through the surf to the vessel, where it is inspected and received or rejected. The consul remarks that the royal road to fortune through a banana plantation in Honduras is a myth. True, millions of the fruit are produced annually, but the price paid the producer in the great majority of instances is not greater than the cost of production and delivery alongside of ship. It would have been interesting if Mr. Jernigan had enquired into the causes of these low prices. Perhaps his district, like that of Belize, is a prey to the monopoly of a shipping company, to whom the merchant or planter is bound to sell his fruit at whatever price the company likes to give.—British Trade Journal.

MAKING A CHANGE.

"Hov yez got any petroleum ?" she enquired as she entered the grocery store early in the morning.

"Yes," replied the clerk.

"Are yez sure it's petroleum an' nothin' else ?"

"Absolutely certain."

"Well, yez kin give ten cents' worth, an' I want it in a hurry. The missus says oi've got to shtop usin' kerosene to shtart the fire."—Washington Star.

COULD SELL EVEN "CHAOS."

The wholesale grocer was explaining the situation to the new drummer he had just employed.

"Your predecessor," he said, "has gotten his business all tangled up, and if you take his place you will have a difficult task getting order out of Chaos."

"I don't know who Chaos is," cheerfully replied the drummer, "but I bet I'll sell him a bill of goods if I have to hang on to him a week."

DOCTOR LOBSTER.

A perch who had the toothache, once
Thus moaned, like any human dunce :
"Why must great souls exhaust so soon
Life's thin and unsubstantial boon ?
Existence on such sculpin terms,
Their vulgar loves and hard-won worms,
What is it all but dross to me,
Whose nature craves a larger sea ;
Whose inches, six from head to tail,
Enclose the spirit of a whale ;
Who, if great baits were still to win,
By watchful eye and fearless fin,
Might with the Zodiac's awful twain
Room for a third immortal gain ?
Better the crowd's unthinking plan,
The hook, the jerk, the frying pan !
O Death, thou ever-roaming shark,
Engulf me in eternal dark !"
The speech was cut in two by flight ;
A real shark had come in sight ;
No metaphoric monster, one
It sooths despair to call upon,
But stealthy, sidelong, grim, I wis,
A bit of downright Nemesis ;
While it recovered from the shock,
Our fish took shelter 'neath a rock ;
This was an ancient lobster's house,
A lobster of prodigious nous,
So old that barnacles had spread
Their white encampments o'er its head,
And of experience so stupend,
His claws were blunted at the end,
Turning life's iron pages o'er,
That shut and can be ope'd no more.
Stretching a hospitable claw,
"At once," said he, "the point I saw ;
My dear young friend, your case I rue,
Your great-great-grandfather I knew ;
He was a tried and tender friend
I know—I ate him in the end :
In this vile sea a pilgrim long,
Still my sight's good, my memory strong ;
The only sign that age is near
Is a slight deafness in this ear ;
I understand your case as well
As this my old familiar shell ;
This sorrow's a new-fangled notion,
Come in since first I knew the ocean ;
We had no radicals, nor crimes,
Nor lobster-pots in good old times ;
Your traps and nets and hooks we owe
To Messieurs Louis Blanc and Co.;
I say to all my sons and daughters,
Shun Red Republican hot waters ;
No lobster ever cast his lot
Among the reds, but went to pot ;
Your trouble's in the jaw, you said ?
Come, let me just nip off your head,
And, when a new one comes, the pain
Will never trouble you again ;
Nay, nay, fear naught, 'tis nature's law ;
Four times I've lost this starboard claw ;
And still, ere long, another grew,
Good as the old—and better, too ?"
The perch consented, and next day
An osprey marketing that way,
Picked up a fish without a head,
Floating with belly up, stone dead.

Moral.

Sharp are the teeth of ancient saws,
And sauce for goose is gander's sauce ;
But perches' heads aren't lobsters' claws.

JAMES RUSSELL LOWELL.

NONSUCH JUBILEE STOVE ENAMEL

The most popular Stove Polish in the Market.

SAVES TIME ENERGY MONEY and WORRY IS A **PERFECT** PASTE POLISH **PURE** LUMBAGO **FREE** FROM FOREIGN MATTER

FOR SALE by the Wholesale Trade and...

A beautiful Jubilee Souvenir with every Box.
FIRST MONTH'S SALES OVER 35,000.

The Nonsuch Mfg. Co., Limited, Toronto.

A COUNTRY STORE.

A WRITER in The Boston Courier gives this good description of a country store :

All the trade of Glen Hole is carried on by a single store ; that is to say, all the trade, not reckoning the irregular traffic which takes place between the town's people as they meet going to and fro—and that, after all, amounts to something in a year's coming and going. Upon a certain winter's day, the outside walls of the store were snugly packed, window-sill high, with freshly fallen snow, and the few teams so venturesome as to attempt to reach its porch, seemed, by the imprints left behind in the highway, to have creened up to the hitch-rail like so many boats coming in before the gale—riding afloat rather than moving upon their runners. Within the store a large and angular-box-stove glowed with a cherry like ripeness of color, and it seemed to be the sole occupation of the people there to stand toasting themselves before its grateful warmth with no thought of the laden counters. The place was heaped up with all sorts of goods and wares displayed from floor to ceiling in disorder such only as could have been devised by careful attention to that branch of the business, yet, the post office, also kept in the store, was not entirely buried up and hidden. In a corner of the room, behind the glass front of a dozen boxes, the postmaster's stamp beat a slow, and oftentimes interrupted, tattoo. More constant, the wind wailed in the chimney in several monotonous bagpipe tones. Unwearyingly, it plied its strength to the windowpanes and there followed a creaking or yielding resistance, as if a shoulder were pressing the frame. The sifting of the snow upon the glass sounded faintly within. Elder Monk was the most noticeable figure in the little group standing before the cherry glow of the stove. A broad-brimmed hat drooping over his forehead, a cape, great and full, sloping away from the shoulders, vied with nature n making him plump and rotund. The manner of the old-time preacher was his ; yet, the eyes gleamed from under the shaggy brows with great worldly shrewdness. His words, on the contrary, bore boundless benevolence toward all persons ; still, upon his lips, the tone in which the benignant blessing was uttered was expressive of every varying emotion, so that the same formula answered equally well for a blessing or for the essential sentiments of an oath.

THE FAULT OF THE FISH.

"I remember," said a schoolmaster, "when I was a boy going out one morning before sunrise to fish for pickerel. I had just hooked a big one, when along came a countryman. He said nothing, but, with mouth wide open, stopped to see the fun. The contest had lasted more than half an hour, when suddenly, as I was about to land the prize, the pickerel, with one last rush for liberty, made good his escape. With a lump in my throat, I instinctively turned to the countryman for consolation, and got it. 'Well, I declare,' said he, 'you held on to your end, young fellow, but he didn't hold on to his !' "—Golden Days.

DID NOT NEED TO ADVERTISE.

I once called upon a manufacturer and he said : "No, sir—no advertising. Our business does not need advertising." I said : "But, my dear sir—" "But nothing," said he. "Don't take up your own and my time trying to tell me anything. I tell you our business needs no advertising. We shall make friends, lots of friends in another way." I told him that if he didn't advertise I thought "he would soon need all the friends he could get"—and he did, for in the place he occupied there is now an undertaking establishment. I had no idea it would be as bad as that, but I knew he wouldn't last. He passed down and out.—Interstate Grocer.

LAPORTE, MARTIN & CIE.

Agents for

IMPORTERS AND WHOLESALE GROCERS

P. Richard's Brandy **Mitchell's Scotch and Irish Whiskeys**

Vve Amiot Champagnes

72 to 78 St. Peter Street, MONTREAL

GRASP OPPORTUNITIES.

"THERE is nobody whom Fortune does not visit once in life," says a Cardinal, "but when she finds he is not ready to receive her, she goes in at the door and out at the window."

"What is its name?" asked a visitor in a studio, when shown, among many gods, one whose face was concealed by hair, and which had wings on its feet. "Opportunity," replied the sculptor. "Why is its face hidden?" "Because men seldom know when he comes to them." "Why has he wings on his feet?" "Because he is soon gone, and once gone, cannot be overtaken."

Life pulsates with chances. They may not be dramatic or great, but they are important to him who would get on in the world.

Cornelius Vanderbilt saw his opportunity in the steamboat, and determined to identify himself with steam navigation. To the surprise of all his friends, he abandoned his prosperous business and took command of one of the first steamboats launched, at $1,000 a year. Livingston and Fulton had acquired the sole right to navigate New York waters by steam, but Vanderbilt thought the law unconstitutional, and defied it until it was repealed. He soon became a steamboat owner. When the Government was paying a large subsidy for carrying European mails he offered to carry them free and give better service. His offer was accepted, and in this way he soon built up an enormous freight and passenger traffic.

Foreseeing the great future of railways in a country like ours, he plunged into railroad enterprises with all his might, laying the foundation for the vast Vanderbilt system of to-day.

Young Philip Armour joined the long caravan of Forty-Niners, and crossed the "Great American Desert" with all his possessions in a prairie schooner drawn by mules. Hard work and steady gains carefully saved in the mines enabled him to start, six years later, in the grain and warehouse business in Milwaukee. In nine years he made $500,000. But he saw his great opportunity in Grant's order, "On to Richmond." One morning in 1864, he knocked at the door of Plankinton, partner in his venture as a pork packer. 'I am going to take the next train to New York," said he, "to sell pork 'short.' Grant and Sherman have the rebellion by the throat, and pork will go down to $12 a barrel." This was his opportunity. He went to New York and offered pork in large quantities at $40 per barrel. It was eagerly taken. The shrewd Wall street speculators laughed at the young westerner, and told him pork would go to $60, for the war was not nearly over. Mr. Armour kept on selling. Grant continued to advance. Richmond fell, and pork fell with it to $12 per barrel. Mr. Armour cleared $2,000,000.

John D. Rockefeller saw his opportunity in petroleum. He could see a large population in this country, with very poor lights. Petroleum was plenty, but the refining process was so crude that the product was inferior and not wholly safe. Here was his chance. Taking into parnership Samuel Andrews, the porter in a machine shop where both had worked, Mr. Rockefeller started a single barrel still in 1870, using an improved process discovered by his partner. They made a superior grade of oil and prospered rapidly. They soon admitted the third partner, Mr. Flagler, but Andrews soon became dissatisfied. "What will you take for your interest?" asked Rockefeller. Andrews wrote carelessly on a piece of paper, "One million dollars." Within twenty-four hours Mr. Rockefeller handed him the amount, saying, "Cheaper at one million than ten." In twenty years the business of the little refinery, not worth one thousand dollars for building and apparatus, had grown into the Standard Oil Trust, capitalized at ninety millions of dollars, with stock quoted at 170, giving a market value of one hundred and fifty millions.

These are illustrations of seizing opportunity for the purpose of making money. But fortunately there is a new generation of electricians, of engineers, of scholars, of artists, of authors, and of poets, who find opportunities, thick as thistles, for doing something nobler than merely becoming rich. Wealth is not an end to strive for, but an opportunity; not the climax of a man's career, but the beginning.

Mrs. Elizabeth Fry, a Quaker lady, saw her opportunity in the prisons of England. From 300 to 400 half-naked women, as late as 1813, would often be huddled in a single ward of Newgate, London, awaiting trial. They had neither beds nor bedding, but women, old and young, and little girls, slept in filth and rags on the floor. No one seemed to care for them, and the Government furnished simply food to keep them alive. She visited Newgate, calmed the howling mob, and told them she wished to establish a school for the young women and the girls, and asked them to select a schoolmistress from their own number. They were amazed, but chose a young woman who had been committed for stealing a watch. In three months these "wild beasts," as they were sometimes called, were tame, and became harmless and kind. The reform spread until the Government legalized the system, and good women throughout Great Britain became interested in the work of educating and clothing these outcasts. Four score years have passed, and her plan has been adopted throughout the civilized world.—Pushing to the Front.

Crosse & Blackwell

NEW 18

SEASON'S 97

Candied and Drained Peels.

Now is the time for ordering for Fall shipment.

C. E. COLSON, - MONTREAL.

Returned July 2/97

The Hamilton Cash Register

is the National Cash Register with all the Latest Improvements Up to Date.

We guarantee to save you from $10 to $100 in the price of a National Cash Register. We are now making over ninety different kinds of National Cash Registers, and can supply you with the following :

No. 301 1-2 at $40.00. No. 302-C at $50.00. No. 303 at $60.00.

We have a number of second-hand total-adding National Cash Registers on hand which we will sell for less than half the price paid to the National Cash Register Co.

WRITE FOR CATALOGUE.

HAMILTON BRASS MFG. CO., Limited. - HAMILTON, ONT.

Cash for Butter

Choice crocks and tubs wanted. Highest market prices paid for good stock nicely packed.

Dried Apples

Write me for price and mail sample before you sell. Am always open to buy these goods.

Jams, Jellies and Fruit Vinegar

of choice quality for sale at right prices. Also a special line of **LEMONS** —good, sound stock— at a bargain.

R. J. GRAHAM - Belleville, Ont.

STUDY YOUR HELP.

The progressive merchant learns something every day he lives, says Commercial Enquirer. When a man gets too old to learn it is time for him to quit, no matter what his age may be. Ex-Champion Corbett believed he knew all there was to learn about the manly art of self-defence, yet he never realized that he had a solar plexus until Bob Fitzsimmons pointed it out to him. The knowledge was in the nature of a surprise to Gentleman Jim, who, being unprepared for the sudden delivery of such a shocking bit of information was quite overcome. We may often gain a bit of useful knowledge from a despised source. Even the errand boy is a reasoning creature and may possess an idea that would improve his own condition and expedite matters within his particular orbit.

Nobody knows where a packet of common sense or a nugget of genius may be found. Surface indications are not always reliable, and we may expose to the light some really bright fellow when we tear off the outer husks of his diffidence.

It is worth a merchant's while to study his help, they are the means towards an end, and should not be of uncertain usefulness. Too many mishaps may be traced to this very thing, and many a man has failed because he was ignorant of the kind of metal he had supporting him.

Don't be too self-satisfied to ask questions. Don't be too dignified to mix a little with those in your employ. If you unbend a trifle they will reveal whatever they know or feel.

A HINT TO SALESMEN.

Few people who start in as salesmen, or some line of the wholesale business, have any idea how long it takes to achieve full success. The retailer who opens a new store knows within a few months how much business he is able to do, but the wholesale man has to work a long time to get all his trade. According to the views of old salesmen, it takes more than two years to get as many customers as can be attended to by one man. The salesman who sells on a commission basis, therefore, keeps on increasing his income for two or three years, but at the beginning his remuneration is exceedingly small. He may not be able to earn over $5 weekly for the first month, and it may take him a year to secure above $10 or $12, but as he keeps adding to his trade he may finally earn more than $20 or $30 weekly very easy, although there are many who cannot earn $15. A salesman, whether he works on a salary or commission, always has his income in proportion to his sales, and he cannot expect good pay until he has a proportionate number of customers. Therefore, if a man does not intend to stick to it for two or more years, don't let him begin to be a salesman.—Retail Grocers' Advocate.

THE "IDEAL" TEA PACKER.

The "Ideal" tea packer, invented by Mr. P. C. Larkin, of the Salada Tea Co., appears to be taking well. A second one of these machines was a few days ago shipped to St. John, N.B., and one was last week sent to Vancouver. Nine months ago an order was received from Colombo, Ceylon, for one of these packers, and now another order is to hand from the same place for three more. An enquiry has within the last few days been received from Buenos Ayres. It is only eighten months since the "Ideal" was put upon the market, but already about four hundred of them are in use. In Toronto, with one exception, every wholesale grocer has one or more of the "Ideal" tea packers in use.

ADVANCE IN OLIVE OIL.

Recent advices from Italy state that prices on pure olive oil have advanced 10 lire per quintal owing to the poor prospects for the next crop. Although the stock here is said to be large under a good demand, the supply is gradually cleaning up, and in sympathy with the foreign market prices on spot goods are tending upwards. — N.Y. Journal of Commerce.

A FEW OF OUR LEADERS

Crescent Dressing
Spanish Satin Gloss
New York Dressing

Yucan Oil Blacking
Dubbin Blacking
English Army Blacking

Spanish Glycerine Oil Dressing

SOLD BY ALL DEALERS

THE F. F. DALLEY CO., Limited - HAMILTON, CANADA

That...

Boston Tea Party

of 1773

When George the Third was King--

Is being repeated throughout the States

But with this difference—

In 1773 the Colonists threw the Tea into Boston Harbor—not because they didn't want to pay the duty, but because [research has established the fact] it was Tea from China.

Now they are willing and ready to pay the duty and drink the Tea because they are getting the pure, cleanly-made, healthy and economical Teas of

Ceylon and India—

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

KENT & TURCOTTE have been appointed curators of the general business of F. B. Latour, St. Polycarpe, Que.

H. Mercier, grocer, Montreal, has assigned to Bilodeau & Renaud.

Gideon Dufour, general storekeeper, Les Eboulements, Que., has assigned.

Richardson & Loree, general storekeepers, Carman, Man., have assigned to M. J. Armington.

The stock of L. C. Henley & Son, grocers, Halifax, is advertised for sale under warrant of distraint.

The Toronto Coffee & Spice Co., Ltd., have called a meeting of their creditors for the 28th inst.

A meeting of the creditors of Robert Stafford, general storekeeper, Joliette, Que., will be held on the 25th inst.

Lefebvre & Taschereau, have been appointed curators of the general business carried on by J. E. Plourde, Cacouna, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Taylor, Dockrill & Co., cigar merchants, St. John, N.B., have dissolved. A. A. McCluskey retires.

Thos Glenn, manufacturer of cigars, Halifax, N.S., has admitted C. C. Brown as partner. The style now is Glenn & Brown.

Felix J. Hartley and Charles Sabeau have formed a partnership to carry on business in New Tusket, N.S., under the style Sabeau Milling Co.

Archibald Watt and Amabel Gordon, Montreal, have formed a partnership to carry on a grocery business under the style Watt & Gordon.

Fletcher McLarren F. Greenwood have formed a partnership to carry on a general store in Port Clyde, N.S., under the style McLarren & Greenwood.

Alphonse Laplante and Ferdinand Laplante have formed a partnership in Lachine, Que., to carry on business as grocers and butchers under the style Laplante & Frere.

Isabella Hodgson, widow of John Wright, and William J. C. Wright have formed a partnership to do a grocery business in St. Louis de Mile End, trading under the style Hodgson & Wright.

The grocery firm of Anselme Labrecque & Fils, Montreal, has been dissolved. Anselme Labrecque and Desire Leclair have formed a partnership and will trade under the style Labrecque & Leclair.

SALES MADE AND PENDING.

J. Bailey, grocer, Perth, Ont., has sold out.

W. M. Rae, grocer, Windsor, Ont., has sold out.

TO THE TRADE

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS

W. CLARK, Montreal

THE ARCTIC REFRIGERATOR

All sizes; sweetest, driest, coldest, with least amount of ice. Send for catalogue. . . . .

John Hillock & Co. 165 Queen St. E. Toronto

Hiram Johnson, Stouffville, Ont., has sold out his grocery and baking business.

The assets of Neil McNeil, general storekeeper, St. Paschal, Que., have been sold.

Ambroise Laroche, dealer in flour, Quebec, has sold his stock at 70c. on the dollar, book debts, 52c.

The assets of Abraham Flardeau, tobacco merchant, Montreal, are to be sold by auction on the 24th inst.

The assets of J. B. Laforest, general storekeeper, St. Perpetue, Que., are to be sold by auction on the 25th inst.

The general stock of O. Bozler & Co., Brechin, Ont., was advertised to be sold by auction on the 23rd inst. under mortgage.

CHANGES.

Walter McRae, Perth, Ont., has started a grocery business.

Nicoll & Stewart, grocers, Toronto, has sold out to A. A. Bogart.

J. A. Pinard, jr., Nicolet, Que., has started a grocery and tinware business.

Jos. O. Lacasse, tobacco merchant, etc., Three Rivers, Que., is giving up business.

S. R. Frame. Halifax, N.S., is about to commence a grocery business.

R. Haskett. general storekeeper, Watford, Ont., has been succeeded by J. F. Aitken.

J. P. Villeneuve has been appointed curator of the business run by J. M. Deschatelets, grocer, Montreal.

John Moses, manufacturer of cigars, Galt, Ont., is giving up business in that town and moving to Toronto.

W. E. Johnston & Co., general storekeeper, Fort Steele, B.C., has been succeeded by Theic & Fink.

Maria Sexton, wife of Francis P. Brophy, is registered proprietress of the grocery business run by F. P. Brophy, Montreal.

Victoria Alice Primet, wife of Edward Cole Austin Bates, is registered proprietress of the grocery business carried on under the style of V. A. Bates, Montreal.

G. Goulet, general storekeeper, Wendover, Que., has sold out his branch at Pointe Fortune, Que., to Lalonde & Mallette, who take possession August 1, 1897.

FIRES.

John Sullivan, grocer, Arnprior, has had his storehouse burned.

R. A. Trenholm, lobster packer, Tiverton, N.S., has had his factory burned. Loss estimated at $3,000; partially insured.

CATCHING A CLEVER FORGER.

Not long ago there stood before the paying-teller's window of one of New York's big banks an unctuous little Israelite, smiling blandly over a $100 cheque. Signature, endorsement, and every detail were correct. To make assurance doubly sure, the little Jew explained, with some insistance, "You see I had my endorsement certified."

The cheque was paid without hesitation, but the teller said to himself: "Why is that idiot standing there with such a broad grin, trying to fix his face on my memory?" And duly he took note."

A few days later, the man appeared at the window again, his countenance distended in the same smile, with another cheque from the same firm; the endorsement was certified in exactly the same way, and this time the amount was $900. There was absolutely nothing wrong with the cheque on its face and it came from a well-known customer of the bank. "In spite of all," said the paying-teller, "something told me that fellow was a crook. So I said I should have to look up the account before it could be paid, and while he waited I slipped around to the firm's office, which was only a short distance away. The cheque was examined and pronounced perfectly good, and I was about to walk away when the head of the firm said, 'Why, hold up. We've issued no cheques this morning.' And then I went back and bagged my crook. He had first sold the firm a bond and got his original $100 cheque in payment. This he had used to imitate the firm's signature on the second and likewise to impress me with the fact that he was all right, so that when he came around a second time I would not bother him.—From "The Working of a Bank," by C. D. Lanier, in Scribner's.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

COX'S GELATINE Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:
C. E COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

THE QUEEN CITY OIL CO. LTD.

SAMUEL ROGERS, President, - TORONTO.

Sales Agents for the Standard Oil Co.'s Oils and SPECIALTY GOODS.

See that you get the genuine brands. Boston Coach Oil, Harness Oil, Sewing Machine, Bicycle, Lantern and Gun Oil, Hoof Ointment, Axle Grease, Paraffin Wax Candles, Electric Light and Granite Candles, Coach Candles, Christmas Candles, Plain and Decorated, Cordova Wax Candles. Enquire for prices.

Use PEERLESS OIL for Machinery.

HELLO ! ! ! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured ONLY by...

Canadian Cocoanut Co.

(J. Albert McLean, Prop.)

MONTREAL

GRIMBLE'S English Malt

Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited., LONDON, N.W. ENG.

Ask for Prices

WHEN YOU WANT

SALT

FOR ANY PURPOSE

Glad to Send Samples

VERRET, STEWART & CO., Montreal - Quebec.

AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST

WINDSOR SALT

TABLE SALT
BUTTER SALT
CHEESE SALT
ORDINARY FINE SALT

Our capacity is large enough to enable us to ship all orders without the slightest delay.

WINDSOR SALT CO. Limited. Windsor, Ont.

Established A.D. 1742.

One Hundred and Fifty-Five Years' Reputation.

KEEN'S FOR QUALITY
KEEN'S FOR DEMAND

KEEN'S MUSTARD LEADS ALL THE TIME

CURRENT MARKET QUOTATIONS

Tornnto, June 24, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

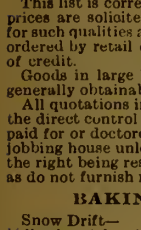
Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—

¼ lb. tins, 4 doz. in case.....per doz.	$ 0 75
¼ " 3 " ..... "	
1 " 2 " ..... "	2 00
3 " 1 " ..... "	6 50
5 " ½ " ..... "	10 00
10 lb. boxes.....per lb.	16
30 lb. pails..... "	16



PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2½ lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz, in case.....	1 25
cent can.....	0 90

Ocean Wave—

No 10 (15 oz.) 4 doz. cases, round or square.....	0 75
½ lb., 3 doz. cases, round	1 20
No. 1 (14 oz'), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., ¼ " " "	5 75
5lb., ½ " " "	9 00

Prices of cheaper goods nr special brands on application

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	14 00

Diamond— W. H. GILLARD & CO.

1 lb. tins, 2 doz. in case.....per doz.	1 20
½ lb. tins, 3 " " ..... "	90
¼ lb. tins, 4 " " ..... "	60

MAPLE LEAF BAKING POWDER.

½ lb. glass jars.....$1	25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

Silver Cream, ¼ lb. tins, 4 to 6 doz. cases.....per doz. $0	75
English Cream, ½ lb. tins, 4 to 6 doz. cases.....	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, ¼ lb, tins, 4 to 6 doz. cases.....	0 55
½ lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
½ lb. jellies	1 25
1½ lb. jellies	2 25
1½ lb. Crown sealers	2 25

BLACKING.

P. G. FRENCH BLACKING.	per gross
¼ No. 4	$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	8 25

THE F. F. DALLEY CO.

English Army Blacking, ¼ gross cases	$9 00
No. 2 Spanish " " "	3 60
No. 3 " " " "	4 50
No. 5 " " " "	7 20
No. 10 " " " "	9 00
Vucan Oil Blacking, 1 doz. cases, liquid	2 00
	per doz
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.	1 75
Spanish Glycerine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING.

No. 1 Bronze Tins, per gross.....$	2 60
No. 2 Brouze Tins, per gross ..... $	3 40
" 3 " " "	5 60
" 4 " " "	10 00
" 1 Enamelled Tins "	2 50
" 2 " " "	3 75
" 3 " " "	4 00
" 4 " " "	4 50

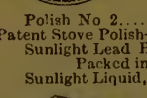
THE ALPHA CHEMICAL CO.

Shoe Dressing— in ¼ gross cases. Per Gross	
French Oil in 3-doz. cases.....$	22 00
Reliable Shoe Dressing.....	9 00
Ecliplic Combination tan	12 00
Moody's Ox Blood....	12 00
" Chocolate....	12 00
Alpha Chemical Co. French Castor Oil...	9 00
Alpha Chemical Co. Refined Sweet Oil...	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Shoe Blacking in ¼ gross cases.

Reliable French Blacking, No. 5	9 00
" " " No. 2	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1½.....	4 25
Patent Leather Polish No. 1½	9 00
Waterproof Dubbin No. 4	9 00
Alpha Metal Polish No 2.....	9 00

Patent Stove Polish—	
Sunlight Lead Bar	4 25
Packed in ½ gross cases	
Sunlight Liquid, ¼ gross cases...	10 80
Moody's Black Lead	4 25
½ gross cases	
Reliable Stove Pipe Varnish	15 00
¼ gross cases 6-oz. bottles	
Quickshine Pipe Varnish.....	12 0
¼ gross cases, pressed top tins.	

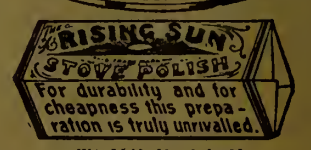


Stove Polish— per gross

Quickshine Polish	00
Reliable Paste..	6 00
Electric Crown Paste	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

Reckitt's Black Lead, per box.....	$1 15
Each box contains either 1 gross, 1 oz., ½ grn. 2 oz , nr ¼ grn. 4 oz.	
Dixnn's Carburet of Iron Stove Polish, 70c doz ..... Per gr.	7 25



STOVE POLISH.

	Per gros
Rising Sun, 6 ounce cakes. alf-gross boxes.....	$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	
Sun Paste, 10c. size, ¼ gross boxes....	10 00
Sun Paste, 5o. size, ¼ gross boxes.....	5

Starch . .

Laundry Starch. Culinary Starch. Rice Starch.

We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.

Gem Stove Polish, ¼ gross cases	$9 00
per doz	
Stovepipe Varnish, 4 oz. bottles	1 00
6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bottles	1 75

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread.	0 07
Warbler, with Song Restorer	0 05¾
Belgian, with Bird Improver	0 05½
International, with Bird Treat	0 05¼
German X, with Cuttlefish Bone	0 04¾
German, with Cuttlefish Bone	0 04¼
London Bird Seed, bulk 25 lb. cases	0 04½
Bird Gravel, 10c. pkts., 24 in case	0 06
Bird Gravel, 5c. pkts., 48 in case	0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06½

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " " 5c. " 48 " "	0 03

CORN BROOMS

CHAS. BOECKH & SONS.

Carpet Brooms—	per doz. net.
"Imperial," extra fine, 8, 4 strings	$3 65
" " 7, 4 strings	3 45
" " 6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings	3 30
" " 7, 4 strings	3 10
" " 6, 3 strings	2 90
"Standard," select, 8, 4 strings	2 90
" " 7, 4 strings	2 75
" " 6, 3 strings	2 60
" " 5, 3 strings	2 40

BLUE.

KEEN'S OXFORD.

	per lb.
1 lb. packets	$0 17
¼ lb. "	0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

CANNED GOODS.

	per doz.	
Apples, 3's	$0 70	$0 95
" gallons	1 65	2 25
Blackberries, 2	1 40	1 70
Blueberries, 2	0 75	0 85
Beans, 2	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" " 3's	....	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	....	1 15
Tomatoes, 3's	0 72½	0 75
Lobster, talls	2 30	2 52
" flats	2 85	2 90
Mackerel	1 20	1 30
Salmon, Sockeye, talls	1 35	1 50
" " Horseshoe	....	1 50
" " flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Alhert, ¼'s tins	....	0 13
" " ½'s tins	0 20	0 21
" Sportsmen, ¼'s genuine French high grade, key opener	....	0 12½
Sardines, Sportsmen, ½'s	....	0 21
Sardines, key opener, ½'s	0 16	0 18½
" " " " " ⅛s	0 10½	0 11
" " " " " ½s	0 18½	0 19
Sardines, other brands 9¾	0 16	0 17
" P. & C., ¼'s tins	0 23	0 25
" " ½'s "	0 33	0 38
Sardines, Amer., ¼'s "	0 04½	0 09
" " ½'s "	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10 1 15
Kippered Herring, 1-lb.	1 60 1 90
Herrings in Tomato Sauce	1 70 1 90
Herrings in Shrimp Sauce	2 00 ....
Herrings in Anchovy Sauce	2 00 ....
Herrings a la Sardine	2 40 ....
Preserved Bloaters	1 85 1 90
Real Findon Haddock	1 85 1 90

CANNED MEATS.

(CANADIAN.)

Comp Corn Beef, 1-lb. cans		$1 20	$1 35
" " " 2 "		2 30	2 50
Comp Corn Beef 4-lb. can		....	....
" " " "	14 "	7 75	8 25
" " " "	"	15 00	16 00
Minced Callops	2 "	....	2 60
" "	2 "	2 60	2 65
Lunch Tongue	1 "	3 40	3 50
" "	2 "	....	6 00
English Brawn	2 "	2 75	2 80
Camb Sausage	1 "	....	2 50
" "	2 "	....	4 00
Soups, assorted	1 "	....	1 50
"	2 "	....	2 25
Soups and Boull.	2 "	....	1 80
"	6 "	....	4 50

Acme Sliced Beef. No. 1 tins, key, 2 doz., per doz. $2.75.

Beardsley's Boneless Herring. per doz 2 doz.... 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40 1 50
" 2 lb.	2 60 2 75
" 4 lb.	5 50 5 80
" 6 lb.	8 50 8 80
" 14 lb.	17 50 18 00
Roast Beef, 1 lb.	1 40 1 50
" 2 lb.	2 60 2 75
Luncheon Beef, 1 lb.	1 60 1 70
" 2 lb.	2 75 2 85
Brawn 1 lb.	1 30 1 40
" 2 lb.	2 35 2 50
" 6 lb.	6 60 6 80
" 14 lb.	14 50 15 00
Ox Tongue, 1½ lb.	7 00 7 20
" " 2 lb.	8 50 8 80
" " 2½ lb.	10 75 11 00
Lunch Tongue, 1 lb.	3 35 3 50
" " 2 lb.	6 50 6 80
Chipped Beef, ½ lb.	1 60 1 70
" " 1 lb.	2 65 2 80
Pigs' Feet, 1 lb.	1 65 1 75
" " 2 lb.	2 45 2 60
Potted Meats, Tongue or Ham ¼ lb.	70 75
Potted Meats, Tongue or Ham ½ lb.	1 20 1 25
Potted Deviled Ham or Tongue, ¼ lb.	70 75
Potted Deviled Ham or Tongue, ½ lb.	1 20 1 25

WHITE LABEL.

Soups Assorted, 1 qt.	3 00 3 15
" 1 pt.	2 00 2 10
Gelatine of Boar's Head, 2 lb.	3 00 3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00 3 10
Plover Roast	5 00 ....
liced Gold Band Bacon	3 00 ...

Codfish. per doz

Beardsley's Shredded, 2 doz. pkgs.	0 90

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars	$1 20
" "(in cream pitcher) 36 5c bars	1 20
" "(in sugar bowl) 36 5c bars	1 25
" "(in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs.	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37½

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

THE "DIAMOND"

OIL BLACKING

TRADE OIL MARK

Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET **Montreal**

COWAN'S

Hygienic and Perfection — **Cocoas** and Cocoa Essence

Queen's Dessert, Royal Navy and Perfection — **Chocolates**

Chocolate Pink, White, Lemon Color — **Icings** A child can ice a cake in three minutes.

Cowan's Famous Blend Coffee is perfection in strength and flavor

THE COWAN CO. LTD. - TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S

GRATEFUL—COMFORTING

COCOA

In labelled Tins. 14 lb. Boxes.

Special Agent, **C. E. COLSON, MONTREAL**

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.

HART BROS. & LAZIER

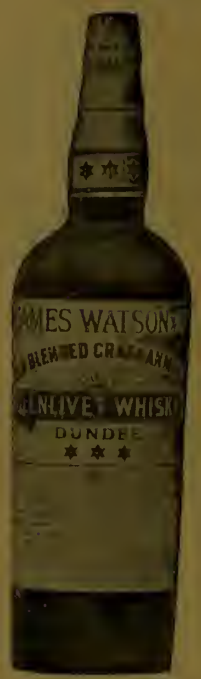
Belleville, Ont.

Send for price list. Mention GROCER.

MOTT'S DIAMOND CHOCOLATE — JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844 — IS THE BEST.

ASK FOR

MOTT'S



Always the Same. The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

McLAREN'S

COOK'S FRIEND BAKING POWDER.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of Keeping it always in Stock.

CADBURY'S.

Frank Magor & Co., Agents.

	per doz
Cocoa essence, 3 oz. packages	$1 65
	per lb
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42½
Cocoa Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, ackages	1 40

CHOCOLAT MENIER.

Vanilla— per lb.	In 5 case lot.	Cases of 10x12 lb bxs	In 12 lb bxs
Yellow wrapper, Unsweetened—	$ 0 32	$ 0 34	$ 0 36
Blue Premium	C 35	0 37	0 39
		Per case.	Less than case
Pastilles—			
Yellow wrapper, 108 bxs. to the case		$20 00	0 20
Croquettes—			
Yellow wrapper, 9 bxs. of 12 packages		$20 00	0 20

FRY'S. (A. P. Tippet & Co., Agents.)

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram," ⅛'s, 14lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	4 50
" 1 lbs. "	8 25
Homeopathic, ¼'s, 14lb. boxes	....
" ½ lbs. 12 lb. boxes	

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)

	per lb.
Mott's Broma	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate. 0 21	0 43
Mott's Sweet Chocolate Liquors. 0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 22½
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

WALTER BAKER & CO.'S.

Chocolate—	
emium No. 1, boxes, 12 lbs. each	0 46
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, ½ lb., tins.	0 50

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs	0 27
" ½ " " "	0 28
" ⅓ " " "	0 29
" ⅛ " 5 or 10 "	0 30

SCHEPP'S

Improved in packages—	per lb
1 lb. package, 15 and 30 lb. cases	0 27
½ lb. package, 15 and 30 lb. cases	0 28
¼ lb. " 15 " 30 lb. "	0 29
5c. package, 4 doz. in case, per doz.	

VICTORIA

This is the name of our latest sweet biscuit. Do you know it pays you to have something new to offer your customers every little while? They naturally get tired of the old lines and want a change. If you trade with us you will be in a position to "tickle the palates" of the most fastidious. Have you seen our Mammoth Cream Soda Package? It is pronounced a work of art. By the demand for it already it is much appreciated. Remember **our** Cream Sodas **are** Cream Sodas.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. **7 FRONT STREET EAST, TORONTO.** **S. R. PARSONS.**

Bulk—	Brls.	Pails.
Edelweiss (thin strip) per lb...	....	....
Improved Shredded, " ...	....	....
Beaver " " ...	....	....
Macaroon " ..	....	....
Desiccated " ...	....	....

Terms, 3 per cent. off 30 days.

COFFEE.

Green.	per lb
Mocha	0 27½ 0 30
Old Government Java	0 30 0 33
Rio	0 13 0 16
Plantation Ceylon	0 29 0 31
Porto Rico	0 24 0 28
Guatemala	0 24 0 26
Jamaica	0 18 0 22
Maracaibo	0 18 0 20

JAMES TURNER & CO.

Mecca	....	0 34
Damascus	....	0 30
Cairo	....	0 25

TODHUNTER, MITCHELL & CO.'s

Excelsior Blend	....	0 34
Our Own "	....	0 32
Jersey "	....	0 30
Laguaya "	....	0 26
Mocha and Java	0 32	0 34
Old Government Java	0 30	0 35
Arabian Mocha	0 32	0 34
Maracaibo	0 26	0 28
Santos	0 22	0 25
Crushed East India	....	0 20

EXTRACTS.

	per doz
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors	1 25
Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " "	1 50
2½ " " "	2 00
4 " " "	3 00
8 " Bottle "	6 00
4 " Glass Stop'r "	3 50
8 " " "	7 00
Parisian Essence, per gross	21 00
Ketchup, Fluted Bottles gross	12 00
Ketchup, Screw Top "	21 00
" S. & L. "High Grade" per doz	3 50
Pepper Sauce, per gross	15 00

BOVRIL

	per doz.
Bovril—1 oz. bottles	$2 00
2 oz. "	3 75
4 oz. "	6 50
8 oz. "	11 25
16 oz. "	18 25
Small bottles, (to make one cup)	1 00
Invalid Bovril—2 oz. jars	3 85
4 oz. jars	6 55

FRUITS.

FOREIGN.	per lh.
Currants—Provincials, bbls ..	0 04⅞ 0 05
" ½ bbls ..	.... 0 05
" Filiatras, bbls	0 05 0 05⅛
" ½ bbls ..	0 05 0 05⅛
" Patras, bbls	0 05¾ 0 06
" ½ bbls	0 05¾ 0 06
" cases	0 05¾ 0 06
" Vostizzas, cases	0 07 0 08
" Blue Pearls	0 08 0 08½
Dates, Hallowee boxes (new)	0 05½ 0 06
Figs—Eleme, 10 oz	0 07½ 0 00
" " 10 lb	0 09 0 12
" " 18 lb	0 11 0 13
" " 28 lb	0 13 0 14
" taps	0 03 0 04
" natural, boxes	0 05 0 06
" ditto, bags	.... 0 04½
Prunes—Bosnia, cases	0 06 0 07
" Bordeaux	0 04½ 0 06½
Raisins—Valencia off stalk..	0 05 0 05¼
" Fine, off stalk	0 05¾ 0 06
" Selected	0 06¾ 0 07
" Layers	0 07 0 07½
" Sultanas	0 07 0 10
" Cal. Loose Muscatels 50 lb. bxs., 3 & 4 cr.	0 07¼ 0 08¼

	per box.	
Malaga		
" London Layers	1 60	1 80
" Dehesa Clusters	3 50	4 00
" Imp. Russian Clusters..	5 00	5 50

DOMESTIC.

Apples, dried, per lb	0 02	0 03½
" evaporated	0 03	0 05

FOOD.

	per brl.	
Split Peas	3 25	$3 50
Pot Barley	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.	....	2 00

ROBINSON'S BARLEY AND GROATS.

	per doz.
Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

	per doz.
Buckwheat Flour, 2½ lh. packages, 3 doz. in case	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case	1 20
Graham Flour, 2 lb. packages, 3 doz. in case	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size	1 20
Acidulated, 2 qt. size (Sold by all wholesale grocers.)	1 50

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.	
1 oz. Packages, White, per doz	95
1 " " Red, "	1 00

COX S

1 Quart size, per doz	1 15
2 Quart size, "	2 30

HARDWARE, PAINTS AND OILS.

CUT NAILS—50 to 60 dy, $1.74 Pittsburgh, duty included, or $1.95 Toronto.

WIRE NAILS—$2.04 lelivered, Toronto.

HORSE NAILS—

Canadian, dis. 50 per cent.

HORSE SHOES—

From Toronto, per keg 3 35

SCREWS—Wood—

Flat-head bright, 87½ and 10 p. c. dis.
Round-head bright, 80 and 10 p. o. dis.
Flat-head brass, 82½ and 10 p. c. dis.
Round-head brass, 75 and 10 p.c. dis.

WINDOW GLASS. [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

1st break (25 in. and under)	1 20	1 25
ROPE—Manilla	0 07½	0 08½
Sisal	0 05⅜	0 06⅞
AXES—Per box	5 25	9 00

SHOT—Canadian, dis, 17½ per cent.

HINGES—

Heavy T and strap, 70 per cent.
Screw, hook and strap 2 40 3 50

WHITE LEAD—Pure Association guarantee, ground in oil. per 100 lbs.

25 lh. irons	5 15
No. 1	4 77½
No. 2	4 35
No. 3	4 02

TURPENTINE—

Selected packages, per gal. 0 41
2c, extra outside points.

LINSEED OIL—

Raw, per gal	0 41	....
Boiled, "	0 44	....

2c. extra outside points.

GLUE—Common per lb 0 07¾ 0 08

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

½ pail, 6 qt	$3 35
Star Standard, 12 qt	3 80
Milk, 14 qt	4 75
Round-bottomed fire pail, 14 qt	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	8 00
" " 5	7 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

range Marmalade	....	1 50
Clear Jelly Marmalade	....	1 80
Strawberry W. F. Jam	....	2 00
Raspberry " "	....	2 00
Apricot " "	....	1 75
Black Currant "	....	1 85
Other Jams " "	1 55	1 90
Red Currant Jelly	....	2 75

(All the above in 1 lb. clear glass pots.

LICORICE.

YOUNG & SMYLIE'S LIST.

5-lb. boxes, wood or paper, per lh	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lh. boxes, per lb	0 40
"Acme" Pellets, 5 lh. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wethey's Condensed, per gross, net $11 00

WINES, LIQUORS AND MINERAL WATERS.

CHARD, JACKSON & CO., MONTREAL, AGENTS.

Watson's Scotch—		
I Star Glenlivet, in cases	$8 50	$9 00
3 " " "	9 50	10 00
Old Liqueur "	15 00	15 50
Old Glenlivet, in wood, p.gal.	4 25	6 00
Watson's Irish—		
Old Irish	7 50	8 00
Banagher	9 50	10 00
" in wood, per gal.	4 25	5 25
Geo. Sayer & Co. Cognac—		
I Star, in cases	11 50	12 00
V.S.O.P "	16 50	17 00
In wood, per gal	4 50	6 50
Warter & May, Oporto—		
Ports	2 10	6 50
Wisdom & Warter—		
Sherries	2 00	6 00

J. & R. M'LEA, MONTREAL.

Cockburn very old Highland	8 75	9 25
" Special Scotch	9 50	10 00
" Special Liqueur. 14 years old	15 50	16 50
In wood—Fine old Scotch	....	4 40
Special old Scotch	....	5

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins	$0 40
" ½ lb. tins	0 42
" ¼ lb. tins	0 45
Round Tins—	
F. D., ½ lb. tins	0 25
" ¼ lb. tins	0 27½
F. D., 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
" 4 lb. tins, decorated, p.t.	0 80

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

per gross.		per gross.
Pony size	$ 7 50	Beer Mug 16 20
Small Med.	7 50	Tumbler 11 50
Medium	10 80	Cream Jug 21 00
Large	12 00	Sugar Bowl 22 00
Spoon	18 00	Caddy 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb	0 25
Dalley's Mustard, ½ lh. tins, 2 doz. in case, per doz	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz	1 00
Dalley's Superfine Durham Mustard, hulk, per lh	0 12
¼ lb. tins, 4 doz. in case, per doz	0 65
⅞ lh. tins, 2 " " "	1 20
1 lb. jars, per doz	2 40
4 lb. " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. hottles, per doz	1 25
1 gallon tins, per gal	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz	1 25
Curry Powder, 2 oz. hottles, silver tops, per doz	1 75

RICE, ETC.

Rice—	per lb.	per lb
Standard "B	0 03⅝	0 03⅞
Patna	0 04¼	0 05¾
Japan	....	0 05
Imperial Seeta	....	0 05½
Extra Burmah	0 04¼	0 04⅜
Java Extra	0 06½	0 06¾
Genuine Carolina	0 09½	0 10
Grand Duke	0 06¼	0 06½
Sago	0 03½	0 05
Tapioca	0 03½	0 05½

SODA.

Bi-carb, stand'rd, per 100-lb. keg	2 40	2 50
Sal soda, per hbl	0 85	0 90
Sal soda, per keg	0 95	1 00

ROOT AND GINGER BEER.

Adams' 10c. size, per doz	$ 80
" " " " gross	9 00
" 25 " " doz	1 60
" " " " gross	18 00

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartoons	0 05¼
Canada Laundry	0 04½
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin cannisters	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07
Silver Gloss, large crystals	0 06¼
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04¾
Benson's Enamel, per box	3 00
Culinary Starch—	
W. T. Benson & Co 's Prep. Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No.1 white, 1-lh.cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 7½

KINGSFORD'S OSWEGO STARCH.

SILVER GLOSS	40-lb. boxes, 1 lb. pkgs., 6-lb. boxes, sliding covers (12-lh. boxes each crate)	0 08
		0 08½
PURE—16-lh. boxes		0 07
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	0 07½

There are reasons for it.

FOR WHAT ?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS ?

1. *We look after the quality closely.*
2. *We put up our Starch in very attractive packages.*
3. *We ship promptly immediately on receipt of order.*

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO STARCH — 38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS — Silver Gloss	0 07½
STARCH IN BARRELS — Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs..	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs....	0 05¼
Bbls., 175 lbs....	0 04¾
Kegs, 100 lbs....	0 04¾
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs....	0 09
Canadian Electric Starch—	
40 packages in case....	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs....	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs....	0 06½

SUGAR.

	per lb.
Granulated—	
Redpath and St. Lawrence, single barrels....	0 04 7-16
Redpath and St. Lawrence, 5-barrels....	0 04¾
Acadia, single barrels....	0 04¾
" 5 "	0 04 5-16

Paris Lump, bbls. and 100-lb. boxes	0 05¾	0 05¼
" in 50 lb. boxes....	0 05½	0 05⅝
Extra Ground, bbls. Icing....	0 05⅝	0 05½
Powdered, bbls	0 05	0 05¼
Very bright refined	0 03¾	0 04⅛
Bright Yellow....	0 00	0 03¾
Dark Yellow	0 00	0 03⅝
Demerara....	0 03⅞	0 00

SYRUPS AND MOLASSES.

SYRUPS.	bbls.	½ bbls.
Dark.... per gallon.	0 23	0 25
Medium....	0 28	0 35
Bright....	0 32	0 42
Honey (corn)	....	0 40
" 2 gal. pails....	....	1 00
" 3 gal. pails....	1 35	1 40

MOLASSES.

Barrels....	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder $3 50

Box Lot....	4 20
Box Lot....	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and othe brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs....	....	0 35
" " 60 ½-lbs....	....	0 35
" " 30 1-lbs....		
" " 120 ½-lbs....	....	0 36

BLACK.

	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Pakling, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes....	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong....	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts.	0 42	0 50
Cases, small leaf, firsts ..	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common....	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts....	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts....	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

Finest May pickings....	0 38	0 40
Choice	0 32	0 36
Finest....	0 28	0 30
Fine....	0 25	0 27
Good medium....	0 22	0 24
Medium....	0 19	0 20
Good common....	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings....	0 07½	0 11

LIPTON S TEAS.

No. 1 Ceylon, retailed at....	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c....	0 20
Brown Label, ½ lbs. retailed at 26c....	0 21

Green label, retailed at 30c....	0 22
Blue label, retailed at 40c....	0 30
Red lable, retailed at 50c....	0 36
Gold label, retailed at 60c....	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets. black or mixed.

Blue Label, retail at 30c....		0 22
Green Label " 40c....		0 28
Red Label " 50c....		0 35
Orange Label, retail at 60c.		0 42
Gold Label, " 80c.		0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 73
Ingots, rough and ready, 8's....	0 71
Laurel, 3's....	0 63
Brier, 7's	0 61
Index, 7's....	0 58
Honeysuckle, 8's	0 70
Napoleon, 8's	0 64
Victoria, 12's	0 61
Brunette, 12's....	0 58
Prince of Wales, in caddies....	0 62
" " in 40-lb. boxes....	0 62

WASHING POWDER.

"SILVER DUST"

Case.... 72 1-lb. cartoons	5 00
Half case.. 36 1-lb. "	2 50
Case.... 24 3-lb. "	4 25
Half case.. 12 3-lb. "	2 12
Case.... 100 5-cent packages	3 50
Half case.. 50 5-cent packages	1 80

WOODENWARE.

	per doz
Pails, 2 hoop, clear, No. 1....	$ 1 45
" 3 " " "	1 60
" 2 " " " 2....	1 40
" 3 " " " 2....	1 55
" " " painted " 2....	1 40
Tubs, No. 0....	8 00
" 1....	6 50
" 2....	5 50
" 3....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe..	1 50

Matches—	5-Case Lots,	Single Case
Telegraph	$3 50	$3 70
Telephone	3 30	3 50
" ⅛ gro. bxs	3 50	3 70
Parlor....	1 40	1 45
Red Parlor....	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger....	3 15	3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross....	$ 2 00
" 10 "	1 10
" 2 Tiger, ...	5 00
" 4 " "	2 00

Young & Smylie's

Newest...
Specialty

MINT ... PUFF-STRAPS

RECOGNIZING the great popularity of peppermint with the sweets-loving public, we are the first to introduce to the trade Pliable Licorice containing this flavor.

The delicious quality of our Pliable Licorice is well known; it is matchless in this respect as well as in its flavor and finish.

Our Triple Tunnel Tubes and Navy Plugs are great favorites also, and are made of the same material, although flavored differently. . . . . .

We recommend all these goods as suitable for Summer Trade; they will please the most exacting taste as wholesome, smooth and palatable confections. . . .

For .....

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.
26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.

TRY THEM

The Wm. GANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood.
BEST GOODS MADE.

Represented by...
Chas. Boeckh & Sons, Toronto.
The H. A. Nelson & Sons Co., Montreal.

THE
Oakville Basket Co.

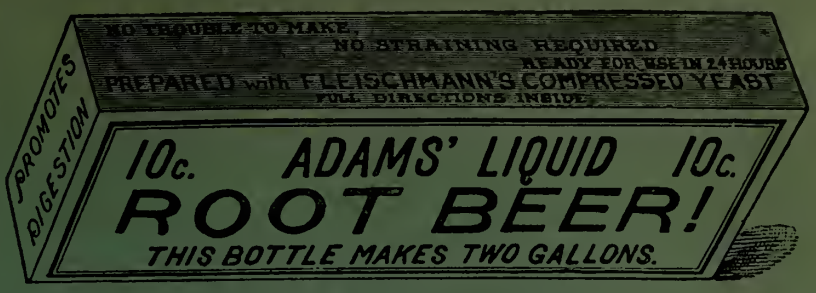
MANUFACTURERS OF

1 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

ADAMS' GINGER BEER IS DELICIOUS.



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YOUR CUSTOMERS ASK FOR ADAMS'. 10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.

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TORONTO .... MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

Is the UNCONDITIONAL ACCUMULATIVE Policy of the

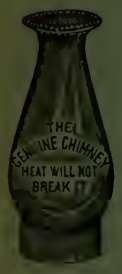
CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

W. C. MACDONALD, Actuary.
J. K. MACDONALD, Managing Director.

THE "GENUINE"



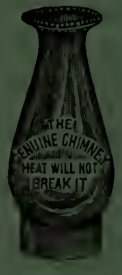
Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass. . . . .

HEAT WILL NOT BREAK IT.

THE GENUINE HEAT WILL NOT BREAK IT. MADE OF PURE LEAD GLASS TRADE MARK REED

EVERY CHIMNEY NICELY WRAPPED AND LABELLED.

There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.



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The "Plus" Sign signifies something—sometimes a great deal. Add brains to effort and much is accomplished. Add capital to experience and it insures business success. Add fire to gunpowder—But

KNOX'S SPARKLING CALVES' FOOT GELATINE

Represents . . .

Absolute Purity + Strength + Delicious Flavor and the result=

SUPERIORITY

Dealers, specify "KNOX'S" on all orders to your jobber

C. B. KNOX, Mfr.

JOHNSTOWN, N.Y.

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William H. Dunn - - - Montreal
Beattie & Elliot - - - Quebec
C. & E. MacMichael — St. John
Alfred D. Hossack, Vancouver, B.C.
H. F. Baker - - - - Halifax, N.S.

CHARLES F. CLARK. President. EDW. F. RANDOLPH Treasurer

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY, PROPRIETORS.

Executive Offices,

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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THOS. C. IRVING, Superintendent.

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and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

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The Canadian Dry Goods Review.
The Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
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May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . .

MacLean Publishing Co.

Montreal : : Toronto

"GILT EDGE"

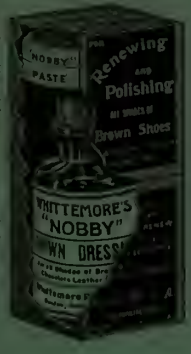
The only Ladies Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried, always used. Largest quantity. Finest quality. Retails at 25 cents.

"NOBBY" BROWN COMBINATION

Package contains a 4 oz. bottle of Nobby Brown Dressing and a full size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and waterproof polish. Retails at 25 cents

"JEWEL" BROWN COMBINATION

Package contains a 2-oz bottle of Brown Dressing and a small decorated tin box of Brown Polishing Paste. The dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and waterproof polish. Retails at 10 cents.



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